

WOMEN

BUSINESS NI magazine

Making business connections

Winter 2013 • Issue 07



Women in Business Conference & Exhibition 2013

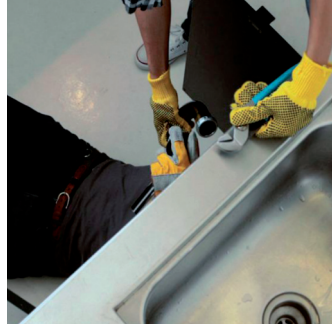
PRINCIPAL SPONSOR



Building Locally  
Competing Globally

SPONSORS





**If you want to start a business**



**You'll need a business plan**

- A business plan brings your idea to life and helps you decide if it's viable
- It sets out your goals and how you will achieve them
- It helps you look for funding
- It's your road map to success

Our team can help you develop yours.  
Contact the **Go for it** helpline today

**Call 0800 027 0639**  
**Visit [goforitni.com](http://goforitni.com)**



> START A BUSINESS



Building Locally  
Competing Globally







## Chair's Message

I am honoured and delighted to take on the role of Chair in our organisation and want to thank Edel Doherty our outgoing Chair. Edel's commitment, wisdom and guidance has been invaluable in contributing to our continued growth and success. Personally I am delighted that she will still serve on the board and will continue to contribute. Edel we wish you continued success.

**My passion for over twenty years is to help others achieve personal and business success and I aim to bring that passion to this role. I am confident that together the Board and WIBNI team led by CEO Roseann Kelly will continue to offer the right support, opportunity and excellent events, including our 2013 and 2014 conferences, to help our members achieve even more.**

Our vision "to positively impact every members business" will ensure that women drive business success and economic growth, our economy needs this input. Our awards ceremony was a reminder of the amazing talent and business acumen that is alive and well in the Northern Ireland community of business women. Congratulations to all our winners.

2013 will bring many challenges and the doom and gloom merchants are as usual out in force. I am no ostrich, reality is what it is, BUT that doesn't mean it can't get better. I always

expect things to succeed, never expect failure and believe that positive thoughts create positive outcomes. I hope you will join me in expecting even more success in 2013. As we begin this year lets agree to...

**Always** look to find the positive when things don't go as planned or hoped.

**Give back** more than we get.

**Be creative and encourage** others to do the same without fear of failure.

**Never give** up on a great idea.

**Find** something to smile about at least once a day.

**Stop worrying** about those things we cannot control.

**Be grateful** for what we have and help those who have less

**Take responsibility** to change what we need to and **continue to aim high and expect success.**

**Kate Marshall**

WIBNI Chair  
Principal KM Consultancy

## Contents

6	WIBNI Awards	17	Regional Ambassadors
11	Collaboration for Growth	18	Member profiles
14	Power of Four event	20-35	Member news
15	New Board members		

Conference & Exhibition 2013 - 23rd May 2013  
See page 4 for details

## WIBNI Launch New Member Referral Scheme!

Women in Business NI is the largest and fastest growing business network for female entrepreneurs and business leaders in Northern Ireland. Established in 2002, the network has over 850 members spread throughout all industry sectors.

**Women in Business NI are excited to launch a new member exclusive referral scheme for 2013. If you have friends or colleagues that you believe will benefit from attending elite networking events, intimate business lunches and masterclasses delivered by industry experts as well as a host of other free member benefits, then why not refer them to WIBNI and get FREE membership for yourself for the year?**

### Get Your Membership for FREE with the WIBNI Member Referral Scheme

#### HOW IT WORKS:

**It's simple!** All you have to do is successfully refer three business women to WIBNI and you will receive twelve months free individual membership to the value of £120+VAT! Remember though, you will need to advise anyone you refer to name you when joining so you don't miss out!

#### ARE YOU PART OF A CORPORATE MEMBERSHIP?

If you belong to a corporate membership and successfully refer 3 other businesses for corporate membership we will reward you with a discount of £120+VAT on your next renewal (the equivalent of an individual membership!).

**TERMS & CONDITIONS:** 1. A referral is a recommendation to join WIBNI by an existing member, resulting in a new member who has joined as a direct result of the recommendation. 2. The offer of successfully referring three members to qualify for free individual annual membership needs to take place within a six month period. 3. Free membership will be awarded from the member's next renewal date for a period of twelve months. 4. Any member/s within a corporate membership who successfully refer three other new members will receive £120 off their next annual renewal. 5. The discounted amount of any corporate membership will not exceed £120 for any successful referrals within a twelve month period.

**WOMEN  
BUSINESS NI**  
Making business connections

Chair **Kate Marshall**  
Chief Executive **Roseann Kelly**

womeninbusinessni.com

**Women In Business NI**  
Executive Suites,  
Weavers Court, Linfield Road,  
Belfast BT12 5GH  
Tel: 0845 6076041  
info@womeninbusinessni.com  
www.womeninbusinessni.com

The magazine is produced by  
Greer Publications on behalf  
of WIBNI.

Material in this magazine is not  
necessarily endorsed by the  
publisher or WIBNI.

**Greer Publications**  
5B Edgewater Business Park  
Belfast Harbour Estate  
Belfast BT3 9JQ

Tel: 028 90783200  
jamesgreer@greerpublications.com

Design: Mandie Wilson

Event photography: Jim Corr  
Cover image: Conor Kelly

# WOMEN BUSINESS NI

## Conference & Exhibition 2013

23rd May 2013, Hilton Hotel Belfast

To find out  
more and to book visit:  
[www.womeninbusinessni.com](http://www.womeninbusinessni.com)

Early Bird tickets priced from

**£50**

+VAT  
(members)

**£80**

+VAT  
(non-members)

The Largest Business Women's Conference in 2013 with a multi-activity programme designed to help, enable and empower you with the knowledge and skills to grow your business and develop your career

Over 350 business women from across Northern Ireland, Ireland, the UK and Europe will attend – don't miss out!

### SPEAKERS INCLUDE:



**Jo Fairley** co-founded the organic chocolate company Green & Black's which she sold to Cadbury in 2005.



**Susan Davis** is founder of Susan Davis International a global public affairs and strategic communications company based in Washington D.C and is Chair of Vital Voices Global Partnership



**Dr. Maureen Gaffney**, the author of 'Flourish' and a member of Harvard Kennedy School Women's Leadership Board and Executive Committee.

For more information on the agenda  
and speakers please visit our website

[www.womeninbusinessni.com](http://www.womeninbusinessni.com)



# Not to Be Missed!

The Largest Business Women's Conference in 2013  
Thursday 23rd May 2013  
Hilton Hotel, Belfast



The WIBNI Conference event has become an annual signature event for business women in Northern Ireland. This year we have also invited business networks from across the UK, Ireland and Europe.

In previous years the themes have been Business Advice, Business Mentoring and Business Growth Through Inspiration. The Women in Business Conference and Exhibition 2013 will be the biggest yet and will focus on providing inspiration, advice and networking opportunities to help business women grow their businesses and develop their careers. It will also focus on the tools to balance both professional and personal demands on one's time.

## SPEAKERS

This year's multi-activity programme will be designed to enable and empower business women to grow through the experiences of speakers and seminar hosts that have achieved success across a range of industries and sectors. Our list of speakers this year include **Jo Fairley** who co-founded the pioneering organic chocolate company Green & Black's, which has now gone on to be 'bigger than Marmite' (in sales terms) and 'cooler than Prada' (Coolbrands); in the Coolbrands Survey, Green & Black's was the only food brand in the top 20. In 2005, the brand was sold to Cadbury's, but Jo remains in an ambassadorial role, travelling the world as the brand grows internationally in countries including the US and Australia.

We are delighted to include **Susan Davis**, founder of Susan Davis International, a global public affairs and strategic communications company based in Washington D.C. to our speaker line up. Susan is also the Chair of Vital Voices Global Partnership, a nonprofit which grew out of the U.S. government's successful Vital Voices Democracy Initiative. The Vital Voices Democracy Initiative was established in 1997 by then-First Lady Hillary Rodham Clinton and former Secretary of State Madeleine Albright after the United Nations Fourth World Conference on Women in Beijing to promote the advancement of women as a U.S. foreign policy goal. As well as providing counsel to key industry and government executives worldwide on a day to day basis, Susan finds time to serve on several boards including Self Help Africa, U.S.; Medical Missions for Children; University College Dublin Graduate School of Business; Washington

Ireland Program Trustees Council; St. Judes Professional Board and the U.S.-Panama Business Council. Honors attributed to Susan include "Woman Business Advocate of the United States"; PRSA-NCC Hall of Fame; Asian Women of Influence Global Empowerment Award; Washington Business Journal's "Women Who Mean Business" and the Knights Templar prestigious Order of Merit.

**Lara Morgan** is the founder of Company Shortcuts and best selling Amazon author of "More Balls than Most", her story about building a global enterprise. Lara is a straight-talking entrepreneur who understands the frustrations felt by small and medium-sized businesses that have lost their way. Over seventeen years, Lara built her own international business, Pacific Direct, before selling a majority share 99% holding of the company for £20 million in 2008. She has mentored business leaders through frank and constructive feedback earning her a reputation as an inspirational and original public-speaker. Working hard as an advocate for the oft-forgotten medium sized business leaders Lara remains down-to earth and approachable.

Lara is also involved in advising further education leaders to ensure enterprise becomes a foundation part of the further education system. Lara also gives a great deal of time as ambassador for UKTI for export. Lara has been a finalist in Ernst and Young Entrepreneur 3 times and in 2005 she was a finalist in the Veuve Clicquot Businesswoman of the Year Award.

## AGENDA

As well as participating in a various seminars on the day delegates will also have the opportunity to promote their business to a wider audience via facilitated business networking. The WIBNI Business Conference 2013 will attract over 350 business women. The conference will be preceded by a drinks reception on Wednesday 22nd May 2013. Accommodation is available at a reduced rate at the Hilton Hotel, Belfast. Take time out to attend, it will be time well spent.

## BOOKING INFORMATION:

**EARLY BIRD RATE**  
(available until 17th March 2013)

**Members: £50 + VAT**

**Non Members: £95 + VAT**

**NORMAL RATE:**

**Members: £85 + VAT**

**Non Members: £150 + VAT**

visit [www.womeninbusinessni.com/](http://www.womeninbusinessni.com/) conference for more information and to book online

# Our Events 2013

February – June

## FEBRUARY

**Online Selling Masterclass**  
Sponsored by Invest Northern Ireland

Speaker: Nick Martin, INI

When: Tuesday 5th | 9.30am – 12.30pm

Hosted by: Belfast Met, Titanic Quarter

**Business Networking Lunch**

Speaker: Una McSorley "Presenting the Perfect Pitch"

When: Tuesday 5th | 12 noon – 2pm

Hosted by: Canal Court, Newry **R**

**Women's Leadership Dinner**

Hosted by Ulster Bank

7th February 2013

Invite Only

**Business Networking Lunch**

When: Thursday 14th | 10.30am – 12.30pm

Hosted by: The Inn, Castledawson **R**

**Business Networking Event**

When: Thursday 21st | 12 noon – 2pm

Hosted by: Ramada Plaza, Belfast

**Speed Mentoring & Networking Event Sponsored by NYSE Technologies**

Mentors: Patricia O'Hagan Core Systems  
Shauna McCarney, Heavenly Tasty

Gillian McClean National Museums Northern Ireland

When: Wednesday 27th | 11am – 1.30pm

Venue: NYSE Technologies, Belfast

## MARCH

**The Art of Business**

WIBNI and Arts & Business Joint Event

When: Tuesday 5th | Time TBC

Venue: e3, Belfast Met

**International Women's Day Celebration**

WIBNI & Causeway Enterprise Agency Joint Event

Date: Friday 8th March | 6pm – 8pm

Venue: TBC **R**

**Online Marketing Masterclass**

Speaker: Denise Cowan, The Web Bureau

Date: Tuesday 12th | Time 9.30am – 12.30pm

Venue: TBC Newry **R**

**Leadership Masterclass with Deloitte**

When: Thursday 21st March | 9am – 12pm

Venue: Deloitte, Belfast

## APRIL

**Business Networking Lunch**

When: Tuesday 9th | 12 noon – 2pm

Hosted by: Canal Court Hotel, Newry **R**

**Business Networking Lunch**

When: Thursday 18th | 12 noon – 2pm

Hosted by: Galgorm Resort & Spa

**Charity Lunch with Action Medical Research**

Speaker: Margaret Mountford

When: Friday 19th | 12 noon – 3pm

Venue: Ramada Plaza, Belfast

**Negotiation and Closing the Deal Masterclass**

Speaker: Philip Bain

When: Thursday 25th | 9.30am – 12.30pm

Venue: Weavers Court, Belfast

## MAY

**Business Networking Lunch**

Date: Thursday 2nd | 12 noon – 2pm

Venue: Terrace Hotel, Magherafelt **R**

**Business Networking Lunch**

When: Thursday 16th | 12 noon – 2pm

Venue: Malone Lodge Hotel, Belfast

**Women in Business Conference & Exhibition 2013**

When: Thursday 23rd May

Venue: Hilton Hotel, Belfast

**Digital Marketing Masterclass**

Speaker: Denise Cowan, The Web Bureau

When: Thursday 30th May | 9.30am – 12.30pm

Hosted by: Ulster Bank HQ, Belfast

**Financial Masterclass**

Delivered by Ulster Bank

Date: TBC

Venue: Newry **R**

## JUNE

**Business Networking Lunch**

When: Tuesday 4th | 12 noon – 2pm

Venue: Canal Court Hotel, Newry **R**

**Financial Planning for Life Masterclass**

Speaker: Jason Holmes,

Lumen Financial Planning

When: Thursday 6th June | 9.30am – 12.30pm

Venue: Weavers Court, Belfast

**BBQ Quiz Night**

When: Thursday 12th | 6pm – 8pm

Venue: Malone Lodge Hotel, Belfast

Register your place at events today at [www.womeninbusinessni.com](http://www.womeninbusinessni.com)

**R** Denotes regional events





ABOVE – L-R: Edel Doherty WIBNI, DR Maureen Murphy Aurion Learning, Tim Devine Made Not Born

LEFT – L-R: Roseann Kelly WIBNI, Patricia Clements Bradfor Ltd & Tracy Meharg Invest Northern Ireland



L-R: Roseann Kelly WIBNI, Kelly McAllister Lough & Quay Estate Agency, Denis Bree Pierce Communications



L-R: Roseann Kelly WIBNI, Catherine Flynn Formula Karting, Evelyn Collins CE Equality Commission of Northern Ireland



# Women in Business NI Awards celebrate women at the cutting edge of our economy

The second annual Women in Business NI Awards, in association with Invest Northern Ireland and media partner Irish News has recognised the women at the cutting edge of our economy.



L-R: Bernie Kelly Belfast City Council & Elaine Quinn, Quinnfresh



L-R: Christine Elliot Isaac Agnew & Beverley Brown Funeral Services NI

More than 470 women packed into the Ramada Hotel, Belfast, in November 2012, to celebrate the success of business leaders, entrepreneurs and senior managers at the only ceremony of its kind in Northern Ireland.

Roseann Kelly, Chief Executive of Women in Business NI, said: "Showcasing the best of what Northern Ireland business women have achieved in the past 12 months, these awards have grown in attendance by 25% on our inaugural awards last year. Such an increase in attendance proves to me how vitally important it is to celebrate and recognise those at the cutting edge of our economy, in what can only be described as the toughest of trading times in recent history."

The award for 'Outstanding Businesswoman of the Year' was

presented to Patricia Clements of Bradfor Ltd. There were some similarities between the career journeys of the winner and the event's guest speaker, 'Millionaire Entrepreneur' Michelle Mone OBE. Based in Rostrevor, Patricia starting work at the age of 15. Her career began in the textiles industry with celebrities like Joan Collins wearing her locally-made tailored wear! She started making aircraft seat covers in the mid 1990s and now Bradfor Ltd employs almost 100 staff and supplies to major airlines across the world.

Grainne Kelly of Bubblebum was awarded 'Best New Start Up'. Her motto in all that she does is 'whatever it takes, for as long as it takes' and she developed her innovative product from concept to shelf in nine months. Alyson Hogg of Vita Liberata was presented with the award for





L-R: Roseann Kelly WIBNI, Brigid Napier Napier & Sons Solicitors, Melaine McGimpsey Mood Events



L-R: Edel Doherty, WIBNI, Alyson Hogg Vita Liberata, Pauline Quigley Vodafone



ABOVE Roseann Kelly WIBNI, Jill Minne Belfast City Council, Anna Carragher, Equality Commission of Northern Ireland

LEFT - L-R: Tim Devine Made Not Born & Imelda McMillan, O'Reilly Stewart Solicitors

BELOW - L-R: Oonagh Hinds, Invest Northern Ireland, Grainne Kelly, Bubblebum & Edel Doherty WIBNI



## Women in Business NI Awards 2012 in association with Invest Northern Ireland

# Winners:

### Outstanding Businesswoman of the Year 2012:

**Patricia Clements, Bradfor Ltd**

### Award for Best New Start Up sponsored by Invest Northern Ireland:

**WINNER:** Grainne Kelly, Bubblebum

Shortlisted: Professor Sheena Lewis, Lewis Fertility Testing  
Grainne Maher, Grainne Maher Millinery

### Award for Entrepreneurship / Innovation sponsored by Vodafone:

**WINNER:** Alyson Hogg, Vita Liberata

Shortlisted: Tracy Gilligan, Optilase Eye Clinic  
Elaine Quinn, Quinnfresh  
Jacquelyn Stewart, Squeeze Juice Cafe

### Award for Outstanding Management / Leadership sponsored by Made Not Born:

**WINNER:** Dr Maureen Murphy, Aurion Learning

Highly Commended: Imelda McMillan, O'Reilly Stewart Solicitors  
Shortlisted: Bernie Daly, People 1st

### Award for Best in Marketing Campaign sponsored by JCDecaux:

**WINNER:** Gillian McLean, National Museums Northern Ireland

Shortlisted: Claire Bradshaw, Titanic Belfast  
Clare Forster, Mash Direct

### Award for Best Small Business sponsored by Belfast City Council:

**WINNER:** Shauna McCarney, Heavenly Tasty Organics

Highly Commended: Elaine Quinn, Quinnfresh  
Shortlisted: Heather Boyle, Slice of Heaven  
Alison Simpson, Funky Monkeys Play Centre

### Award for Best Customer Service sponsored by Isaac Agnew:

**WINNER:** Judith Owens, Titanic Belfast

Highly Commended: Beverley Brown, Funeral Services Northern Ireland  
Shortlisted: Aisling Rafferty, Berling Boutique  
Joanne Reel, Lagan Valley Island Centre

### Award for Best in Professional Services sponsored by Mood Events:

**WINNER:** Brigid Napier, Napier & Sons Solicitors

Shortlisted: Sarah Fowler, Lucas Love Recruitment

### Award for Best Young Business Woman of the Year sponsored by Pierce Communications:

**WINNER:** Kelly McAllister, Lough & Quay Estate Agency

Shortlisted: Deborah Hughes Johnston, Dazzle Me With Your Tips  
Catriona McNally, TreatTicket.com  
Rebekah Patterson, Miglio Designer Jewellery

### Award for Advancing Diversity in the Workplace sponsored by The Equality Commission:

Private Sector **WINNER:** Catherine Flynn, Formula Karting

Public Sector **WINNER:** Jill Minne, Belfast City Council

Shortlisted: Louisa McKee, Citizens Advice NI

### Award for Best Exporter sponsored by The Irish News:

**WINNER:** Patricia O'Hagan, Core Systems

Shortlisted: Alyson Hogg, Vita Liberata  
Lynsey McCloskey, Environmental Street Furniture

'Entrepreneurship/Innovation', with sales of her tanning products soaring to 3.2 million. Achieving the award for 'Outstanding Management and Leadership' Dr Maureen Murphy from Aurion Learning has driven her turnover to in excess of £1 million with her positive attitude and charismatic leadership style. Gillian McLean was awarded the accolade of 'Best Marketing Campaign' for the Ulster Museum's 'Age of the Dinosaur' exhibition while the winner of 'best small business', for the second year running, was Shauna McCarney of Heavenly Tasty Organics who, through drive and determination, has had her frozen organic baby food listed with several key retailers.

Demonstrating a passion for service excellence together with energy and enthusiasm, Judith Owens of Titanic

CONTINUED >>>





WIBNI Team with Michelle Mone L – R: Roseann Kelly, Laura Dowie, Michelle Mone, Marie-Clare McCabe, Hannah Palmer, Eva Garland



ABOVE L-R: Roseann Kelly WIBNI, Patricia O'Hagan Core Systems, Valerie Gourley Irish News



ABOVE L-R: Roseann Kelly WIBNI, Judith Owens Titanic Belfast, Christine Elliot Isaac Agnew



L-R: Roseann Kelly WIBNI, Shauna McCarney Heavenly Tasty Organic and Bernie Daly, Belfast City Council



L-R: Roseann Kelly WIBNI, Sinead Cunningham pictured accepting award on Gillian McClean's behalf, Joanne Grant JCDcaux



L-R: Michelle Mone, Alan Simpson, BBC & Pamela Ballantine

# Women in Business NI Awards 2012

## Social photos...

<<< CONTINUED

Belfast was named the winner of 'Best Customer Service' and Brigid Napier of Napier & Sons Solicitors was named 'Best in Professional Services' as she has dedicated herself to her profession for more than two decades.

Winning the title of 'Best Young Businesswoman of the Year', 28 year old Kelly McAllister of Lough and Quay Estate Agency has used her versatility, tenacity and perseverance to build her business in a turbulent sector over the past five years. Kelly also receives a place on Queen's University of Belfast Emerging Leaders Programme. Catherine Flynn of Formula Karting was awarded for 'Advancing Diversity in the Work Place' in the private sector having spent 20 years committed to creating employment opportunities for all, striving to go far beyond the regulatory requirements. Jill Minne of Belfast City Council took the award for 'Advancing Diversity in the Work Place' in the public sector having spearheaded a number of gender initiatives within the Council. Winner of the 'Best Exporter' award was Patricia O'Hagan of Core Systems who has led the company through unprecedented growth since becoming managing director in 2005.

Tracy Meharg, Executive Director of Business Solutions, Invest Northern Ireland, said: "Invest NI is delighted to continue its association with the Women in Business NI Awards. They represent a platform to showcase the innovation, leadership and contribution women are making to drive business development and growth across Northern Ireland. By celebrating the success and achievements of women, like those that have been recognised at the Women in Business NI Awards, we recognise the vital role women play in building confidence across the business community, and creating a vibrant culture of entrepreneurial spirit."

Each of the shortlisted entrants for the 2012 Women in Business NI Awards had previously attended the first ever Women in Business NI Retreat at Galgorm Resort and Spa where they had the opportunity to network with the newly formed 'Women in Business NI Awards Alumnae' made up of the inaugural award winners.

For more information on the WIBNI Awards please visit [www.womeninbusinessni.com](http://www.womeninbusinessni.com)



Dolores Vischer Queens University, Anne McGregor NICC, Michelle Mone Ultimo, Joanne Stuart Attrus and Gillian Crevy NICFC









## Women in Business NI Awards 2012 Finalists Retreat

2012 saw the launch of the very first Women in Business NI Finalists' Retreat. Both finalists from the Women in Business NI Awards 2011 and 2012 were invited for a day of motivational speakers, networking and a little fun and food at the deluxe Galgorm Resort & Spa.

In the wonderfully contemporary surrounds of The Four Seasons Suite, guests were given a fantastic opportunity to meet and strengthen business connections with fellow finalists as well as learn from some of the best in the business. This included a session with Outstanding Business Woman of the Year 2011, Orla Corr, who spoke about 'Juggling Your Way to Success' as well as Bernadette Doyle of Client Magnets who shared how to 'Grow Your Business By Growing YOU'. Following on from a delicious lunch at Gillies restaurant, guests were then treated to a 'treat' session of insider beauty secrets from celebrity make-up artist Paddy McGurgan.

Being in the company of so many exceptional business women from Northern Ireland brought inspiration, energy and great dynamics throughout the day by providing a space where ladies could share their successes, absorb best business practice and make new, valuable business connections.

"The aim of the finalists' Retreat was to stimulate quality

networking that builds sustainable business connections and personal development and we were delighted that the 50 women who attended heard from some of Northern Ireland's industry experts and got the chance to develop those important business relationships with one another. It was a marvellous exercise which we intend to repeat in the years ahead as our Awards evolve." Roseann Kelly Chief Executive of Women in Business NI who came up with the concept of the Finalist Retreat, said.

The Finalists' Retreat celebrated the forming of the Women in Business NI Finalists' Alumnae, bringing together Northern Ireland's finest female business leaders and entrepreneurs.

This event was kindly sponsored by  
**GALGORM**  
RESORT & SPA



PICTURED RIGHT L-r: Roseann Kelly WIBNI, Orla Corr McAvoy Group & Outstanding Business Woman of the Year 2011, Bernadette Doyle Client Magnets and Beth Swindlehurst Galgorm Resort & Spa.





L- R: Edel Doherty past Chair of WIBNI & MD of Business Travel Solutions, Mary McCall Founder & MD of TreatTicket and Roseann Kelly Chief Executive of WIBNI

# Women in Business NI Collaboration for Growth Christmas Networking Event

The Women in Business NI Collaboration for Growth Event took place at Queen's University - Riddel Hall, Belfast.

Roseann Kelly Chief Executive of Women in Business NI said: "At Women in Business NI we strongly believe in the benefits of networking and collaboration for business growth. Our network of business women is hugely diverse in skill set, organisation size, type and sectors and this shared knowledge helps to strengthen our member's businesses. The facilitated networking sessions at all of our events means that WIBNI members can make those all important business connections, that can lead to a deal or sale or even an opportunity to collaborate."

The guest speaker was founder & MD of TreatTicket Ltd, Mary McCall. Mary was invited to speak and share with the event delegates her own personal experiences of business collaboration and imparted knowledge of her successes with the launch of the increasingly popular TreatTicket.

Mary's presentation showed her passion and inherent flair for commercially motivated marketing communications and how she values her customers more than anything else, giving advice on how to collaborate with others to help your business grow. Mary imparted wisdom on the key to her successes which have seen the rapid growth of her business in an extremely competitive market.

Delegates were treated to a delicious round table networking dinner, a marketplace to browse and buy gifts and a fun quiz with a prize drawn to round up the evening. Fabulous prizes were given by;

Galgorm Resort & Spa, Stella & Dot, Norwood Photography, Chocolate Memories, Boozeberries Liqueurs, a Slice of Heaven, Miglio Jewellery, Helen Allen Style & Image Consulting and Learning Space.



A Carnaby Brown drinks reception was kindly sponsored by McCabes at this event







(l-r) Roseann Kelly, Chief Executive WIBNI, Edel Doherty, past Chair of WIBNI, event sponsor Joanne Reel of Lagan Valley Island and Orlaith Carmody, Managing Director of MediaTraining.ie.



(l-r) Roseann Kelly, Chief Executive WIBNI, Edel Doherty, past Chair of WIBNI, event sponsor Joanne Reel of Lagan Valley Island and Orlaith Carmody, Managing Director of MediaTraining.ie.



# Women in Business NI Networking for Growth Event at Hillsborough Castle

This event was kindly sponsored by



More than 140 businesswomen descended on Hillsborough Castle at the start of the Women in Business NI autumn / winter events calendar where the theme of the launch event was 'networking for growth'. The enthusiastic delegates that attended exchanged business cards, scheduled meetings with fellow delegates and heard an empowering address by guest speaker Orlaith Carmody Director of Mediatraining.ie.

Orlaith shared with assembled delegates her experience, tips and advice on how networking is invaluable in the growth and development of business, with a

presentation on how to determine the vision, establish the goals and develop the strategy for personal success. She told assembled delegates:

"Publicise your business plan but keep your strategy secret! You must determine your vision, establish your goals and develop a strategy for personal, business and career success. It is important to take time and develop 'brand me', take your ambition seriously and network, network, network!"

Lagan Valley Island sponsored 'Networking for Growth' Event. WIBNI Member and Marketing Manager at Lagan Valley Island Joanne Reel said:

"I was delighted with the opportunity to sponsor the Women in Business NI event in Hillsborough Castle. The added exposure the

comprehensive sponsorship package provided our business was fantastic. We are still experiencing the benefits of this investment"







Eva Garland (left – standing) of Women in Business NI and Anne Clydesdale (right – standing) look on as Patricia Clements of Bradford (seated left) and Kelly McAllister (seated right) sign up for their place on Queen's University's business programmes at Riddel Hall. [www.womeninbusinessni.com](http://www.womeninbusinessni.com)

## Women In Business NI Winners Awarded Place on Queen's University's Business Leaders Programme

As well as being crowned 'Outstanding Businesswoman of the Year' at the recent Women in Business NI Awards, Patricia Clements of Bradford, has been awarded a place on the Queen's University of Belfast's 'Business Leaders' programme and Women in Business NI 'Young Businesswoman of the Year', Kelly McAllister of Lough and Quay, has been awarded a place on the 'Emerging Leaders' programme.

Anne Clydesdale of Queen's University said: "Our programme for Emerging Leaders at our world-class venue Riddel Hall, develops talented individuals for wider, more strategic senior positions. It also works with sponsoring organisations, to maximise development opportunities and deliver results in the workplace. The programme is delivered over six months, but requires just under 10 days off-site, responding to the key challenges facing emerging leaders."

And of the Business Leaders programme, Anne said: "This programme is a challenging experience for senior audiences that will extend your understanding of leadership and set you and your organisation on an exciting change journey. Using Queen's University's international relationships, the programme draws on academic research and thought leadership from across the globe. It brings together the latest thinking and understanding

of leadership behaviours, strategy implementation, innovation and change. It is also a personal journey of change to enhance your leadership skills, preparing you for continued success."

Eva Garland, Marketing Manager of Women in Business NI, said: "We are delighted that as well as awarding these outstanding business women with sought after Women in Business NI Awards that we were able to offer them a place on these prestigious programmes at Queen's University in recognition of their achievements. Our awards were attended by more than 470 business women and men from across Northern Ireland celebrating the success of women at the cutting edge of our economy."

**"This programme is a challenging experience for senior audiences that will extend your understanding of leadership and set you and your organisation on an exciting change journey..."**

**The original healthy diet...**

**MASH DIRECT**  
Cooked fresh on our Farm

**carrot & parsnip**

400g

Mashed Fresh Carrots & Parsnips  
Steam Cooked for Flavour

EACH 100g SERVING CONTAINS		% OF YOUR DAILY AMOUNT	
Calories	28	Energy	5%
Fat	0.5g	Saturated Fat	1%
Carbohydrate	10.7g	Sugars	2%
Fibre	4.2g	Salt	0.1%

**MASH DIRECT**  
Cooked fresh on our Farm

Low in calories, high in flavour... Naturally

[www.mashdirect.com](http://www.mashdirect.com)

MULTI-AWARD WINNING (2014-2015) | TASTE & TENDRY | 50% & TENDER | MASH DIRECT

**Rafferty McGrath & Co SOLICITORS**

**ALL YOUR LEGAL PROBLEMS SOLVED**

Our Firm provides advice and assistance on a wide range of issues, including

- Divorce & Family Law
- Commercial Leases
- Industrial Deafness
- Accidents at Work
- Medical Negligence
- Drafting of Wills & Administering Estates
- Domestic Violence
- Landlord & Tenant Issues
- Employment Law
- Road Traffic Accidents
- House Sales & Purchases
- Re-mortgaging

\*\*\*\*10% Discount for Women in Business NI Members\*\*\*\*  
\*\*LEGAL AID AVAILABLE\*\*

Contact Mr Patrick McGrath LL.B or Miss Dawn Skelton LL.B to discuss

1st Floor, 352 Antrim Road,  
Belfast, BT15 5AE  
Telephone: 02890 770046  
Email: [info@raffertymcgrath.com](mailto:info@raffertymcgrath.com)





# The Women in Business NI Power of Four Event at Belfast Harbour Commissioners

The Power of 4 was an exclusive Women in Business NI member only event where over 80 business women came together in the prestigious surroundings of the Belfast Harbour Commissioners and heard from four of Northern Ireland's top business professionals who provided business mentoring through sharing their experiences of success and advising on how to overcome the challenges we all face in business today.

The business mentors were: Leonard O'Hagan Chairman Harbour Commissioners, Dr. Maureen Murphy, Managing Director of Aurion Learning, Dr. Aislinn Rice, Director of Andor Technology and Aran Blackbourne, Managing Director of Karl Group.

The event also featured special facilitated networking sessions in optimum groups of four which allowed for more effective connections to be made.

Roseann Kelly Chief Executive of Women in Business NI said of the event "This event was a huge success and the Power of 4 was certainly a force to be reckoned with."



Leonard O'Hagan, Roseann Kelly CEO WIBNI, Dr Maureen Murphy, Edel Doherty past Chair WIBNI, Dr Aislinn Rice and Aran Blackbourne.





# New Board Members

Women in Business NI would like to extend a warm welcome to our two new Board Members Imelda McMillan Partner in O'Reilly Stewart and Senior Vice President of the Law Society and Nichola Robinson Sourcing Manager at Bombardier Aerospace.

## Imelda McMillan

Imelda McMillan was educated at Sacred Heart Grammar School in Newry from 1976 until 1983 and studied law at Queens University, Belfast. After graduating in 1987 she spent two years in community work in West Belfast as a project co-ordinator. Subsequently, in 1989, she became a trainee solicitor to Garrett O'Reilly of O'Reilly Stewart Solicitors, Belfast. She graduated from the Institute of Professional Legal Studies in 1991.

In 2000, Imelda became a Partner in O'Reilly Stewart and was appointed Staff Partner at that time with responsibility for all personnel matters within the firm. She is Head of the Property Department and specialises in Reconstruction of Title, house building developments, apartment schemes including site acquisitions and all aspects of property law.

She was Chairperson of the Non-contentious Business Committee and Conveyancing and Property Committee and is a long-standing Council member of the Law Society, having previously served on the Home Charter Committee, the Library



Committee and the Family Committee. She is currently the Senior Vice President of the Law Society for 2012/2013.

Imelda is married, with two children and lives in Jordanstown. She is actively involved in her church, serving on the Finance Committee and is an ardent fundraiser for a number of Northern Ireland charities, previously raising £10,000 for the Friends of Montgomery House.

## Nichola Robinson

Nichola Robinson, a procurement professional who has over 22 years experience in Aerospace Supply Chain. Currently is a member of the Supply Chain leadership team, Bombardier Aerospace Belfast who leads a team of sourcing professionals with responsibility for the planning and execution of sourcing strategies, managing the introduction of new programmes, work transfer processes and low cost country development.

Her leadership responsibilities also include Value Engineering within Bombardier Belfast, where she leads a team of engineering and sourcing professionals who develop

and implement innovative concepts. She also represents the supply chain function on the Bombardier strategy team.

A graduate in Management Operations from University of Jordanstown, she also has a professional coaching qualification, and is a member of the Chartered Institute of Purchasing and Supply.



# Make us your Escape...

Northern Ireland's Premier luxury Hotel and Spa situated only 30 minutes from Belfast is the perfect location to relax and get away from it all...



EXCLUSIVE  
GALGORM  
OFFERS AVAILABLE  
FOR WIBNI  
MEMBERS

W: galgorm.com T: (0)28 2588 1001  
E: Beth at bswindlehurst@galgorm.com

GALGORM  
RESORT & SPA



# THINKING BUSINESS. CREATING LEADERS.



## THE LEADERSHIP INSTITUTE

The Leadership Institute at Riddel Hall is fast becoming the focal point for leadership development and executive education in Northern Ireland and beyond. We have a diverse team of leadership specialists from across the globe coming together to help transform businesses and inspire business leaders.

For Spring 2013 we have the next cohorts of two of our flagship programmes:

### BUSINESS LEADERS PROGRAMME

The Business Leaders Programme kicks off on 26th February 2013 and is designed for Senior Leaders, CEOs and experienced Company Directors. It promises to be a challenging learning experience that will extend your understanding of leadership and set you and your organisation on a radical change journey for success. It requires only three days out of the office between February and June 2013 but you are supported throughout by a personal business coach and mentor. It draws on the latest academic research and thought leadership and brings together the latest thinking and understanding of leadership behaviours, strategy implementation, innovation and change. It is a personal journey of change designed to enhance your leadership skills, preparing you for continued success.

### EMERGING LEADERS PROGRAMME

The Emerging Leaders Programme kicks off on 5th February 2013 and is designed to develop high potential individuals who are seeking to accelerate their development in the leadership space. The programme is delivered over six months, but requires just under 10 days offsite. Using our unique experiential learning model this programme is also designed to deliver measurable results in the workplace through the successful delivery of an in-house strategic project.

WE ARE QUEEN'S UNIVERSITY BELFAST  
*We are exceptional*

## TO UNLOCK YOUR LEADERSHIP POTENTIAL

Visit our website to register for the latest availability, dates and fees:  
[www.leadershipinstitute.co.uk](http://www.leadershipinstitute.co.uk)  
or contact us on **028 9097 4394**  
or email: [leadershipinstitute@qub.ac.uk](mailto:leadershipinstitute@qub.ac.uk)



# Regional Ambassadors Appointed to develop and support Women in Business NI Across Northern Ireland'



L-R: Claire Bain, Seline McElhatton, Roseann Kelly CE WIBNI and Jacqueline McGonigle

New for 2013, Women in Business NI is showing how seriously committed it is to developing our business women regionally with the appointment of three regional ambassadors to build the network across Northern Ireland.

Based locally in Newry, Mid Ulster and the North West, the newly appointed ambassadors are Claire Bain of Next Steps in Newry, Jacqueline McGonigle of [www.whatsonni.com](http://www.whatsonni.com) in Mid Ulster and business mentor Seline McElhatton in the North West of the Province.

Roseann Kelly, Chief Executive of Women in Business NI, said: "Our

membership is approaching 1,000 across Northern Ireland but in order to build on that, and continue to be the largest and fastest growing business network for female entrepreneurs and business leaders here, we wanted to establish grass roots networking opportunities for women at a local level across the country. Our members have expressed that we extend the delivery of our services at a regional level and we want to encourage local growth and innovation with the express aim of collaboration with businesses at a regional level, growing our membership and our members'

businesses significantly in 2013.

"The ambassadors are all enthusiastic members of Women in Business NI and are responsible for promoting the aims and services of the organisation to drive recruitment of new regional members, support our ever growing regional events programme and offer exclusive and invaluable networking opportunities to new and existing members."

Each of the members has first-hand experience of being an entrepreneur, they have insights into small and medium business ownership and a professional approach with strong networking skills of their own.

## Regional Ambassadors

### NEWRY:

CLAIRE BAIN  
Business coach with 'Next Steps'

### MID ULSTER:

JACQUELINE MCGONIGLE  
[www.whatsonni.com](http://www.whatsonni.com)

### NORTH WEST:

SELINE MCELHATTON  
Member of the Royal Institution of Chartered Surveyors





## Edel Doherty

### The Brain behind Business Travel Solutions.

Three years after establishing her own travel management company Business Travel Solutions, we speak to Edel Doherty who reflects on her journey.

For the past number of years many will know that Edel has been a member of the Women in Business NI board since September 2008. During this time she served on numerous working committees and became Chair of WIBNI in March 2010 - December 2012.

This year Edel has stepped down from her position, "I felt stepping down was a natural progression for me as I would like to concentrate more on my business. Involvement in WIBNI has provided me with the confidence and skills required to not only start my own business, but also to meet and work with many of Northern Ireland's leading entrepreneurs whom I've been inspired by. It has been a privilege to serve as Chair of this growing, successful organisation and I am excited about not only the future of my own business but the future of WIBNI".

Edel has been replaced by Kate Marshall whose expertise lies in public speaking and hosting motivational master classes to businesses all over the world. "I've known Kate for a few years now and I have to say she is one of the most inspirational women I have met, explains Edel. A few months ago I invited her to the office to showcase one of her workshops. Kate focused on helping my staff reach their motivational goals and how to bring out the best in them, with positive results. I'm more than certain she will continue this with her work at WIBNI and help it flourish. I wish her all of the best in her new role and for the future."

Just three years ago Edel was director at a local travel firm but decided it was time to take the leap and work for herself. "It's been a busy three years to say the least, says Edel as she sits in her leather office chair clutching a morning coffee. It's taken a lot of perseverance and determination to get to where we are now but I have enjoyed every minute of it and have learned a lot about myself as a person."

Established since 2010, Business Travel Solutions NI started with a small amount of staff and has gone from strength to strength. "In the beginning there was just the three of us in a tiny office in Arthur Street, explains Edel. Funnily enough our first week in business actually turned

out to be one of our toughest challenges. It was the week of Iceland's volcanic ash cloud which spread across Europe affecting flights everywhere, causing a right mess in the process. However we were able to supply hands on deck support mechanisms with a backup service and communicate to our travellers throughout the crisis. Making sure their wellbeing was our number one priority we were able to pull through this difficult time. The ash cloud in a strange way actually benefited the business. It helped boost the company's image and was a great selling tool for us as it reassured existing clients and enabled us to gain new ones. I learnt a lot over this time and it felt like if we could get through this we could get through anything. It really was a blessing in disguise for us as a team and for the company's future growth", explains Edel.

Within the first year Business Travel Solutions had to employ five new staff as the number of new clients increased. Three years on it is now in the top 40 Travel Management Companies in the UK. I have grown a lot as a business woman in the past three years. "It has taken a lot of perseverance and determination as well as a lot of meetings and coffee, laughs Edel. As well as this I also have an experienced team behind me. I believe it's our people who set it apart as a departure from the ordinary. They are a great team to work with and have a lot of experience. The atmosphere in the office is happy and relaxed one with a bit of added banter. However they always pull it together when the going gets tough and are focused on delivering the best possible service to the client. They are always there to help me pull through the rough periods of business and in turn I will always try and bring out the best in them. Motivating people and bringing their best qualities is what gives me the greatest pleasure in life. I will always continue to do this with my staff and those around me".

Contact Edel Doherty Tel: 028 90918292 | Email: edel.doherty@barrheadtravel.com

"It has been a privilege to serve as Chair of this growing, successful organisation and I am excited about not only the future of my own business but the future of WIBNI"



## Patricia O'Hagan

### Since taking up post of Managing Director for Core Systems in 2005, Patricia O'Hagan has led the company through a programme of development and growth.

With over 20 years experience in the IT industry Patricia has helped Core become recognised internationally as a leader in the application of biometric technology in high security environments. She has led Core to be listed in the Deloitte Technology Fast 50 awards 4 years in a row (2005-2008) and again in 2011, marking the company as one of the fastest growing technology companies in Ireland.

Patricia is an international speaker on Corrections Technology and has been invited to present at industry forums including the ACA Congress (American Corrections Association) and at the UK Home Office. She has co-authored a series of publications on Survivable Security Systems one of which was presented at NASA (Second NASA GSFC/IEEE Workshop on Radical Agent Concepts (WRAC)) in 2005.

Patricia is highly committed to Core Systems success. In 2008 she featured in a television series "Chasing the Dollar" to raise the profile of the company and win support to help Core enter the US market. She endured a boot camp in sub zero temperatures to win the University of Ulster's Entrepreneur of the Year competition. In the same year Core opened its US operation operating under the

brand Tusa Inc, with Patricia at the helm. As a leader she has been instrumental in helping Core crack the lucrative US market. Her work ethic and determination within the market has helped the company build brand recognition in the US and has opened the door to some excellent opportunities including developing a partnership with one of the leading US inmate service providers.

Since 2011 Patricia became a member of the American Correction Technology Committee, ADS (Aerospace, Defence and Security) NI Council and of late appointed Chair of ADS NI Defence and Security Special Interest Group (NIDSSIG). Since 2011 she has served on the Economic Advisory Group (EAG), providing independent advice to the Minister of Enterprise, Trade and Investment.

Patricia has won many awards and accolades since joining Core Systems, including the Ernst and Young Entrepreneur of the Year Finalist 2008, Institute of Directors, Northern Ireland SME Director of the Year, 2010 (NI Regional Winner), Highly Commended in the Institute of Directors, Director of the Year Award, 2010 (National) and earned Best Exporter Award, in the Women in Business awards 2012. More recently Patricia has been awarded an MBE in the Royal New Year Honours list for services to the Northern Ireland Economy.







# Patricia Clements

**Winner of the prestigious Outstanding Businesswoman Award at the Women in Business NI Awards 2012, Patricia Clements from Rostrevor is the sole proprietor of Bradfor Ltd in her home village, which she established in the mid 1990s to manufacture seat covers for B/E Aerospace.**

Patricia started her working life as a 15-year-old, operating a little Singer sewing machine in Forestbrook Mill, which she was eventually to purchase in 2005 to "make a lifelong dream come true". Her early life in the textiles industry ultimately shaped her career as she rose through the ranks to managerial level in various companies, and even had Joan Collins wearing her locally-made tailored wear!

Bradfor was established in 1996 to make seat covers for B/E Aerospace and to produce fashion garments and uniforms for local and European markets. The business has grown significantly in recent years, having increased its workforce from 12 to 96 to meet an ever-increasing demand for its products.

The company specialises in the manufacture of leather and cloth seat covers which are subsequently used on the seats of planes owned by many of the world's leading airlines including BA and Japan Airlines. Their high-spec covers can also be found in many business class sections. In addition to its core manufacturing business the company, with its own design and pattern making facilities, produces uniforms for many schools and

colleges throughout the north.

But the success of Bradfor is due in no small measure to the drive and enthusiasm of its owner Patricia Clements and the many years of managerial experience she brings to the workplace. Added to her enthusiasm, the highly skilled design team and specially-trained key workers form part of the day-to-day operations at Bradfor, and the motivated floor workers also form a major part in its success story.

The long-established and trusted working relationship Bradfor has with the nearby B/E Aerospace plant has also developed to such a degree that it now manufactures for other B/E outlets in Leighton Buzzard in England and Winston Salem in North Carolina.

Being registered as an Investor in People organisation and having an accredited quality management system, Bradfor has continually updated and developed its methods to provide a high quality end product.

Patricia credits her late husband Raymond as having been her rock and "helped me with my business not for monetary reward but just for the enjoyment of being around." When he died suddenly in January 2008 Patricia said she regularly asked herself if there was any point carrying on in business.

"There were times when I thought I would wind down Bradfor. But encouraged by family and friends I eventually made the decision to continue in the manufacturing business, which has an important role to play in the lives of all our dedicated workers and their families," she said.



"The business has grown significantly in recent years, having increased its workforce from 12 to 96 to meet an ever-increasing demand for its products."



Quinfresh

Quality & Freshness  
Prepared Vegetables Suppliers

---

JJ Quinn  
& Sons

Wholesale Fresh Fruit & Vegetable Suppliers

Quinfresh & JJ Quinn & Sons  
89 Ballynakelly Road, Dungannon, Tyrone, BT71 6HD  
Quinfresh (028) 87747691 JJ Quinn (028) 87740352  
Website: [www.quinfresh.co.uk](http://www.quinfresh.co.uk)  
Email: [info@quinfresh.co.uk](mailto:info@quinfresh.co.uk)



# Apple Recruitment Celebrating 60 Years in Business

The longest established, locally owned agency in Northern Ireland

**Kate Houston, owner of Apple Recruitment, is celebrating this year. Not only are Kate and her team enjoying their business going from strength to strength, year after year, but Apple have been placing perfect people in perfect jobs for 60 years this year!**

Under Kate's leadership Apple has expanded and evolved, winning contracts, building relationships, whilst maintaining their integrity and passion. The longevity of Apple may be down to simple business principles; treat people like people, that's Kate's motto for both the Clients and the Candidates.

Apple Recruitment offer a personal, tailored service, operating from one central office in Belfast city centre and endeavour to develop business processes based on quality, honesty, traceability, accountability and value for money. Apple

Recruitment have won many awards including 'Recruitment Agency of the Year' and 'Recruitment Consultant of the Year' – which highlights their dedication and commitment to good practice.

As one of the first recruitment agencies in Belfast to receive ISO accreditation, Kate feels this compliments her belief in strong and ethical, business practices and processes. As a generalist agency, Apple's consultants work for both sides of the deal, recruiting for both temporary and permanent roles - this means they

personally interview, vet and screen all potential candidates before accepting cv's on to their database and putting them in front of recruiting employers. Kate and her team at Apple take the time to care for their Clients and Candidates ensuring that the right people are being put into the right jobs.

Even though times are tough,

Kate and her team remain positive, striving to provide a cost effective way of recruiting quality staff. Kate says "If the process is carried out professionally and properly, even when budgets are tight, Apple Recruitment still offer properly vetted, top notch, candidates and, in brief, offer a win-win situation for all concerned."



Kate and her team remain positive, striving to provide a cost effective way of recruiting quality staff.



## For your pick of the crop...

APPLE  
RECRUITMENT 

[www.applerecruitment.com](http://www.applerecruitment.com)

Tel: 9024 9747



# Time to do a property revaluation

According to recent results from Royal Institute Chartered Surveyors' (RICS), house prices in the UK will see an increase of 2% over the course of next year while the cost of renting a home should rise by around 4%.

**Kelly Mc Allister, Managing Director, Lough & Quay Estate Agents and winner of WIB 'Young Business Women of the Year',** says "Although challenging times are still ahead for the Northern Ireland economy, 2013 may see some slight improvements and this will be reflected in the housing market."

According to Kelly, "It is encouraging to see movement in the property market. Northern Ireland experienced steady increases in transactions throughout 2012 and we are looking forward to further developments in early 2013 including: house prices increasing, increasing rents, transactions to modestly increase and a fall in repossessed properties."

"If you are considering putting your dwelling on the market, we advise that you have your property

valued by a qualified professional. Lough & Quay offer a free valuation with our in house Chartered Surveyor/ Valuer Giles Wilson (RICS)."

"For anyone with a property already on the market now is the best time to have your property re-valued to ensure that it is being offered for sale at its correct market value and ultimately guaranteeing the sale of your property within a reasonable timescale.", advises Kelly.

"The housing market in Northern Ireland is currently a buyer's market. There are some fantastic properties, at affordable prices, suitable for a multitude of purchasers from first time buyers to investors alike. As January has proved a very busy and exciting month to date, our team is looking forward to a very prosperous 2013" concluded Kelly.

If you're thinking of selling your home Lough & Quay Estate Agents has a wealth of experience and will provide expert, impartial advice to all potential vendors Free of Charge.

For further information visit the website [www.loughandquay.com](http://www.loughandquay.com) or call the Lough & Quay team on 028 9072 7676.



## Ulster Bank Business Achievers Awards unveil new Women-Led Business category

**Women in Business NI Partner Ulster Bank, has introduced a new Women-Led Business category to its popular Business Achievers Awards to celebrate the growing diversity and strength of the SME (small and medium-sized enterprise) sector.**

The awards, which are run in Northern Ireland in association with Invest NI, InterTradelreland and The Belfast Telegraph, as well as Smallbusinesscan.com, are also supported by organisations including the Northern Ireland Chamber of Commerce, the Institute of Directors (IoD) Northern Ireland, and The Prince's Trust.

Entrants to the 2012 awards will compete for honours at the Ulster provincial stage of the scheme. The Ulster winners will then go forward to compete for all-island recognition.

Women-led businesses from Northern Ireland have been highly

successful in the awards in recent years. BubbleBum, which is owned and managed by North West business-woman Grainne Kelly, won the award for Best Business Start-up on the island in 2010. Last year, Budget Energy, led by North West business-woman Eleanor McEvoy, won the same category.

Comber-based TG Eakin, which was represented by Barbara-Ann Hitchens, was the overall winner of the all-island awards last year, as well as the International Business Award winner.

The 2012 Ulster Bank Business Achiever will receive a comprehensive prize package including a publishing bursary, business mentoring, a full service communications workshop, as well as much positive PR coverage



Launching Ulster Bank's 19th Business Achievers Awards, and introducing the new Woman-Led Business category, at an event in Riddell Hall, Belfast were, from left, Jacqueline McGonigle of WhatsonNI.com, Barbara-Ann Hitchens of TG Eakin, last year's overall winner, and Carol McMahon of Ulster Bank.

at both the provincial and all-island stages of the awards through media partners the Irish Independent and Belfast Telegraph, as well as other media.

Ulster Bank's Awards are open to all SMEs. Businesses can enter at [Businessachieversaward.com](http://Businessachieversaward.com) and entries will close on 28th February.

For full details and to enter, visit [Businessachieversaward.com](http://Businessachieversaward.com) or find us on twitter @ulsterbank\_BAA / #businessachievers. The Business Achievers Roadshow will take place in January and February, and details will be made available at [Businessachieversaward.com](http://Businessachieversaward.com).



The *Best*  
for Business

GATWICK ✈️

HEATHROW ✈️

ABERDEEN ✈️

MANCHESTER ✈️

PARIS ✈️

EDINBURGH ✈️

CARDIFF ✈️

ISLE OF MAN ✈️

BIRMINGHAM ✈️

GLASGOW ✈️

NEWCASTLE ✈️

LEEDS BRADFORD ✈️

EAST MIDLANDS ✈️

*George Best*  
BELFAST  
CITY AIRPORT  
[www.belfastcityairport.com](http://www.belfastcityairport.com)





# Online Platform Just The 'Ticket' for Retailers

Digitally driving footfall to local businesses



TreatTicket.com, a daily deals provider headquartered in Newtownabbey, has developed an app which will revolutionise how high street retailers interact with local consumers, and how customers can locate discounts and offers in their area.

With many local businesses feeling the heat from online competition, TreatTicket Mobile has been heralded by the Northern Ireland Independent Retail Trade Association (NIIRTA) as a completely affordable digital marketing tool that has the ability to digitally drive significant footfall to the high street and local retailers.

TreatTicket Mobile provides all businesses - from large multi-nationals to small retailers - with a digital platform to upload offers to a mobile directory of 'deals' visible to those who have downloaded the free app.

All types of businesses including, hotels, restaurants, pubs, cafes, spas, hair salons and retailers on and off the high street use the app to upload offers to drive trade on quiet days or sell unwanted stock.

With 43% of shoppers in the UK now using smartphones\*, Mary McCall, TreatTicket Managing Director cites digital shopping as the inspiration for the app:

"Digital is now an integral part of the way in which we shop. A recent survey\*\* found that more than half (55%) of consumers now prefer to shop online rather than in-store for a variety of reasons.

"The introduction of TreatTicket Mobile will allow these consumers to continue to 'browse' online and drive footfall in-store to local business which of course will financially support the Northern Ireland economy."

Mary McCall, who has already raised almost £1 million private investment for her company since leaving her civil service job 18 months ago, continued:

"TreatTicket Mobile presents local businesses with a unique opportunity to communicate with a mass digital and mobile market, in real time and in a cost effective manner.

"The internet doesn't have to be the enemy of local businesses. The free TreatTicket app allows them to take advantage of the digital technology available to us and use it to drive customers and sales in-store."

TreatTicket Mobile provides shoppers with the best of both worlds - actively hunting for an offer online and letting the offers find you by utilising 'push' technology.

The geo-targeted elements of the free TreatTicket app allow consumers to find the best offers, via sector or business name, closest to them at any given time.

The technology has received backing from NIIRTA Chief Executive Glyn Roberts. He said:

"TreatTicket Mobile has the ability to bring 'digital' spend back into the high street.

"The ease and convenience of online shopping presents a threat to independent retailers based on our local high streets and in our town centres. But I urge all local businesses to fight back and make 'digital' work in their favour.

"TreatTicket has developed a platform that will allow retailers in Northern Ireland to use 'online' technologies to their advantage, driving sales and footfall back into our local streets, rather than to online competitors."

One boutique hotel already signed up to TreatTicket Mobile and looking forward to using the app is Julie Lynch, Business Development Manager at Malmaison Belfast, explains:

"We're excited to be working



## Benefits of TreatTicket Mobile

For Businesses	For Consumers
Allows small businesses to effectively promote their products and services without big budgets. Licences start at less than £6.50 p/wk	Provides visibility of offers that may prove difficult for consumers to find unless they walked in store
Offers an excellent platform to sell unwanted stock and minimise wastage	Enables shoppers to find deals in their location
Presents an opportunity to extend market and reach new customers	Users can search for location, brand or business sector (restaurants, hair salons, etc) to find what they want
Drives footfall in to the store	Users have control over when they want to receive 'alerts' from the app and what they want to receive alerts for
Business has control over the offer and the live/expiry dates of the deal	Encourages users to visit shops they may not have otherwise considered

with TreatTicket Mobile. We often have promotions and this technology helps us push existing offers to a huge audience in the local area. We particularly like the flexibility of the technology which lets us choose when to start and end an offer, in real time."

To find out more download the free TreatTicket app now (available for Apple and Android), visit [www.TreatTicket.com/Mobile](http://www.TreatTicket.com/Mobile) or contact: 028 9084 5200.



\*Figures according to Econsultancy report, September 2012  
 \*\* According to a recent survey conducted by Riverbed Technology







C R A N M O R E  
EXCELLENCE IN DENTISTRY



BOOK A  
COMPLIMENTARY  
CONSULTATION

# CONFIDENCE COMES WITH A CRANMORE DENTAL IMPLANT

The solution to missing teeth and dentures

- Dr David Nelson has a Masters Degree in Dental Implantology
- Multi award winning dental practice
- 4 year guarantee on dental implants
- **Finance options available**

15 Windsor Avenue Belfast BT9 T: 028 9038 1822  
97 Brunswick Road Bangor BT20 T: 028 9127 0634

[www.cranmoredental.com](http://www.cranmoredental.com)



# Dental Implants and how they can benefit you!

Throughout the course of life, teeth are lost for many reasons, including cavities, gum disease, cracked roots and accidents.

When a tooth is lost the bone that previously supported that tooth starts to resorb away. Missing teeth can compromise your eating habits, speech and appearance.

Dental implants are specially designed screws which are implanted into the jaw and act like natural tooth roots. Whilst the clinical benefits of dental implant treatment may be apparent, the benefits extend to practical and lifestyle improvements to the quality of your life.



**Why choose a Cranmore Dental Implant?**  
Dental implants are an investment that can help improve your quality of life. At Cranmore we are committed to providing bespoke treatment to suit your individual needs. In addition, we offer a number of payment options including interest free finance.

Lifestyle Benefits:
Allow you to speak naturally.
You can enjoy your favourite foods again including biting and chewing naturally.
Helps you to appear younger and healthier.
Practical Benefits:
Dental implants have over 96% success rates in long-term function.
More beneficial than conventional removable dentures, which have little or no stimulation of the bone causing deterioration over time.
Resolves the problems of pain and discomfort caused by removable dentures.
Clinical Benefits:
Provides a stable foundation for replacement teeth.
Preserves neighbouring teeth and bone structure.
Helps keep the bone healthy.
Titanium is compatible with living tissues allowing your body to naturally accept the dental implant.



Jean Russell

## CASE NOTES

### What Our Patients Say...

Jean Russell, a referred patient to Cranmore, shares her story of implant treatment with Dr Nelson, following an incident where she was kicked by a horse resulting in trauma to her front teeth. "I was unlucky enough to be kicked in the face by a horse in the summer of 2011, and lost my two front teeth. Having had initial treatment and assessment by my own dentist, I knew I would need implants, and was referred to Cranmore. I was impressed by the welcoming staff, excellent communication and confident, careful, comfortable course of treatment I received in the attractive environment of the clinic. Loss of teeth can be a very upsetting injury, but in the hands of Dr David Nelson, I felt at all times that an excellent cosmetic and functional outcome was assured. I would unreservedly recommend Cranmore Dental to anyone in need of dental implants, and I'm delighted to have a nice smile once again."

Jean Russell, patient Cranmore Dental

"I was impressed by the welcoming staff, excellent communication and confident, careful, comfortable course of treatment I received in the attractive environment of the clinic."

Jean Russell, patient Cranmore Dental

- Dr Nelson was the first dentist in Northern Ireland to obtain a Masters Degree in Dental Implantology and his area of practice is dedicated to implant treatment.
- Cranmore provides a four-year guarantee for all dental implants.
- Cranmore regularly accepts referrals from other dental professionals for all aspects of dental implant treatment.
- Cranmore is fully equipped with a Cone Beam CT scanner (one of only a few in Northern Ireland).
- Complimentary, no obligation consultations are available with our Patient Care Coordinators.





DEEP  
RIVERROCK<sup>®</sup>  
BELFAST  
*city*  
MARATHON  
2013

**BANK HOLIDAY MONDAY**

*6th May 2013*

**TEAM RELAY**



**WALK**



**FUN RUN**



**WHEELCHAIR RACE**



**MARATHON**

Belfast **active**

Apply online at [www.belfastcitymarathon.com](http://www.belfastcitymarathon.com)





# Translating EU proposals into Northern Ireland's boardrooms

Changes have been made to the EU's stance on introducing a quota system to ensure more women reach board level in leading organisations. Roseann Kelly of Women in Business NI looks at the implications for local women.

**With news filtering through from the European Commission that they have taken action to break the glass ceiling, by aiming to attain a 40% objective of the under-represented sex in non-executive board-member positions, with the exception of small and medium enterprises, through legislation, I wonder how this could translate to boardrooms across Northern Ireland?**

I'm not naively thinking that our government will push through similar legislation or that men will one day decide to step aside in order for females to take that step into the boardroom. However, for common sense, and our sons, as well as our daughters, steps need to be taken in order to change the current imbalance which exists across all industry sectors here.

Home Office figures show that women make up 51% of our population and they are the main consumer in the majority of households however currently women represent only 18.7% of non-executive directors in the largest publicly listed companies in the United Kingdom - and this figure has not changed drastically since 2003. Here in Northern Ireland we have one woman on the board of Invest Northern Ireland and, while I welcomed her appointment, the lone female appointment brought to the fore again the debate about quotas for board appointments.

In February 2012 David Cameron declared he would like to boost the number of women 'preferably without having quotas' and then stated that he would not rule them out 'if we cannot get there by other means'.

I have not met a business leader yet in favour of quotas, but the

Davies Report, which stated that companies had to voluntarily increase the proportion of women on their boards to 25% by 2015, or the government would take action to force them to do so, may seem, as we end 2012, a little on the ambitious side. The pace of change is too slow if we continue to grow the number of females on boards at the current rate and I'm not optimistic that, unless measures are taken, the target will be reached on time.

A recent European report rightly stated that female entrepreneurship is an 'economic' issue rather than a 'gender' issue and should be integrated into the business community's contributions as a whole.

Having more women in the workforce and increasing turnover can obviously help in working towards improving competitiveness and achieving more females in the boardroom. All EU member states have signed up to the Europe 2020 strategy which aims to raise the employment rate for adults to 75%.

However, research shows that women owned businesses invest more in training and approx two thirds aim to increase leadership capability of their managers than businesses in general.

Evidence from the USA shows return on investment from a similar programme where the number of female entrepreneurs doubled, creating new jobs and increasing the economic input.

The proportion of female entrepreneurs to male in the USA is 2:1 and this follows the

'Women's Business Ownership Act' of 1988. And whilst focusing on the development of female entrepreneurs, men should not be ignored; men should be included

in debate and communication and be encouraged to recognise the added benefits that female entrepreneurs can bring to the economy.

Another area of particular interest to me is the recommendation that academic studies that can lead to new business start-ups for women should be promoted. I've said before that I firmly believe that we need to encourage and teach our children in the area of business development from a young age to help the next generation reach their full potential.

And the recommendation of the creation of dedicated women's business centres is also intriguing – offering essential business information, networks, knowledge sharing, training and mentoring. At Women in Business NI we are already offering our members those essential elements for nurturing business growth and development.

*Follow Women in Business NI on facebook at [www.facebook.com/womeninbusinessni](http://www.facebook.com/womeninbusinessni) or on twitter @wibni. Roseann Kelly, CEO, Women in Business NI, [roseann@womeninbusinessni.com](mailto:roseann@womeninbusinessni.com)*

**"A European report rightly stated that female entrepreneurship is an 'economic' issue rather than a 'gender' issue"**

**"I firmly believe that we need to encourage and teach our children in the area of business development from a young age to help the next generation reach their full potential..."**







Ven  
Cap  
ture  
ital

# InterTradelreland Venture Capital Conference 2013

**Wednesday 6th March**  
**Croke Park Conference Centre**  
**Dublin**

InterTradelreland's Venture Capital Conference brings together investors and entrepreneurs on the island of Ireland in an exclusive networking environment.

## **REGISTER NOW**

To register for this event please visit [intertradeireland.com/vcc](http://intertradeireland.com/vcc)

Follow the event on:



@VCC2013



Venture Capital Conference

[intertradeireland.com](http://intertradeireland.com)

 **InterTradelreland**



# What if things go wrong?

To make your business successful you will no doubt have put in lots of hours of hard work and dedication. You probably have a contingency plan in place to ensure that if something goes wrong the business can be up and running again as quickly as possible with minimal disruption. But what if something goes wrong with YOU???

## ASK YOUR SELF

If you became sick or had an accident which prevented you from working how would the business survive? Could you afford to pay someone to take over where you left off? Could you afford to continue to take a salary? If you didn't take a salary could you continue to pay your household bills?

When running a business the focus is often on the business – how well it is performing, how to make it better, day to day troubleshooting. Sometimes little thought is given to the main pillar holding the business together – YOU! Many female business owners are also running a home and family at the same time. What if something goes wrong?

## INCOME PROTECTION

Money Matters, through Legal & General, offer an Income Protection Benefit policy which is insurance that provides simple financial protection for you and your family. It's designed to give you a regular tax-free monthly payment if you are unable to work due to incapacity caused by illness or injury that results in you losing earnings.

This monthly payment could be used to bring temporary staff into the business to help fill the gap you have left. Or it could be used purely as a salary for you, meaning you don't need to take drawings from the company during your illness or rehabilitation.

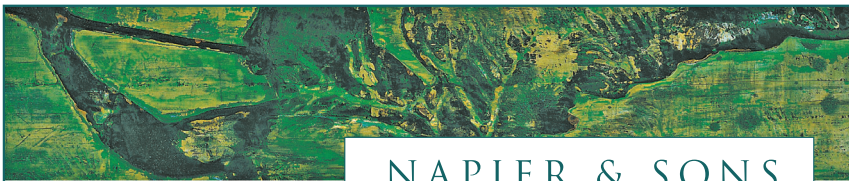
## SPEAK TO THE PROFESSIONALS

Just as you seek guidance on legal or tax matters for your business you should do the same to ensure you, and in turn your business, are protected should something happen to you. At Money Matters our professional advisors offer bespoke financial advice throughout Northern Ireland. This can be at a time and place that fits in with your busy schedule.



Visit [www.lisawightman.moneymattersni.co.uk](http://www.lisawightman.moneymattersni.co.uk) to arrange an appointment or call Lisa Wightman on 07773 293101.

Just as you seek guidance on legal or tax matters for your business you should do the same to ensure you, and in turn your business, are protected should something happen to you.



*“This stellar ‘multi-dimensional’ practice is recognised as a clear market leader in Northern Ireland”.*

Chambers and Partners, Guide to the Legal Profession

## Specialist Areas Include:

**Insolvency**

**RTA/Personal Injury Claims**

**Employment**

**Debt Recovery**

**Property**



NAPIER & SONS  
SOLICITORS

T: 02890 244602 | F: 02890 330330  
E: [info@napiers.com](mailto:info@napiers.com) | W: [www.napiers.com](http://www.napiers.com)

# Napier & Sons

A highly regarded and long established legal practice in Belfast city centre.

The firm was opened in 1928 by James J. Napier. He was later joined by his son, Sir Oliver Napier, who continued to build upon the early successes of the firm.

Now, three generations and over 84 years on, the Napier & Sons' commitment to providing a quality service remains as strong as ever.

Napier & Sons is delighted at the achievement of Senior Partner, Brigid Napier, who was awarded the prize for "Best in Professional Services" at the recent "Women in Business" Awards. Following in the legal footsteps of her father and grand-father before her, Brigid joined the roll of solicitors in Northern Ireland in 1987. It was not long before she became partner and began to carve a niche in field of Insolvency. She has since become one of the most respected and well known practitioners in this

area of law, not only across Northern Ireland but in both Dublin and London as well.

Napier & Sons was the first legal practice in Northern Ireland to hold both the prestigious ISO 9001 award, for our Quality Management System, and the Investors in People award, a national standard for effective training and development. We are the only law firm with two licensed Insolvency Practitioners. Whilst recognised for our work in the specialist areas of Insolvency and Bankruptcy, Napier & Sons also has thriving departments in the areas of litigation, employment, debt recovery and property.

Managing Partner, John Gordon, along with the entire team at Napier & Sons, wishes to congratulate Brigid on her most prestigious and well-deserved award!



# What do you look for when choosing a conference venue?

- ✓ Central Location
- ✓ Free Car Parking
- ✓ Free Wifi
- ✓ Capacity: Up to 400 delegates
- ✓ Free Conference Equipment
- ✓ Free Technical Assistance



LAGAN VALLEY  
**Island**

CONFERENCE CENTRE

## The Solution

### Lagan Valley Island Conference Centre



**10% WIB Member  
Discount on Room Hire  
for your Next Event**

Quote WIB Member Discount  
when making your booking.

Relax in the  
knowledge that  
we tick all the boxes



Lagan Valley Island, Lisburn, Co.Antrim, BT27 4RL  
Tel: 028 9250 9292      www.laganvalleyisland.co.uk







# WIBNI New Members

## Sharon Johnston

Our home is one of our most valuable and cherished assets. It is where we feel safe and comfortable. I established Sharon Johnston Designs for Living in February 2007 to offer a warm and friendly architectural practice specialising in bespoke residential architecture. I work closely with my clients on a very personal level to interpret their wishes and turn their dream home into a reality.

I was drawn to Women in Business Northern Ireland for one obvious reason – a network of other female entrepreneurs. I work in a male dominated industry and believe I would benefit from meeting other female professionals with similar

interests and responsibilities while at the same time sharing my expertise and passion for my work.

Having just recently joined Women in Business NI, I have only had the opportunity to attend one event. I returned home from the Power of 4 totally enthused by the various guest speakers. I met other women who like me, work from home, juggle family obligations with work demands and also enjoyed general chit chat over lunch. I am now looking forward to my next events where I will be learning how to balance work and life and how to dress for success. My dilemmas are all over!

*Sharon Johnston (07801251245)*



SHARON JOHNSTON  
DESIGNS FOR LIVING



## Vita Liberata

**“Vita Liberata create organic and non-toxic tanning products for retail and professional use. We are loved by customers and celebrities alike, and you will find us not only in the biggest retailers in the UK and Europe, but also in some of the best spas in the world.**

Since rebranding and reformulating in 2011, our revenues have doubled and doubled again, and we are now

sold in 22 countries worldwide - and counting. Our aim is to become a global tanning brand, by making our customers smile with just a little bit of joy, at their own gorgeous, bronzed skin.

I became a member of Women in Business NI in order to benefit from the numerous networking events organised by the network. The key speakers are often inspirational and

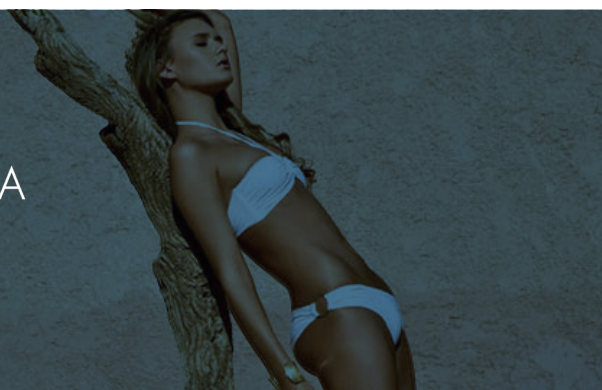
very informative – you can never stop learning in business!

I only got involved with Women in Business NI a few months ago but in that time I have already won an award for Entrepreneurship and Innovation at the Annual Women in Business NI Awards 2012 – I’d say that’s been my highlight so far!”

*Alyson Hogg  
Founder & CEO of Vita Liberata*

“We are loved by customers and celebrities alike, and you will find us not only in the biggest retailers in the UK and Europe, but also in some of the best spas in the world”

VITA  
LIBERATA







# Belfast City Council

Research shows that women are disproportionately affected by economic downturn – and Belfast City Council is fully committed to tackling this issue by providing real opportunities for women.

We joined Women in Business NI as corporate members in July 2012, following the launch of the council's investment programme for the city, and our objectives align fully with the overall purpose of the organisation in increasing the number of business women in the region who contribute positively to the economy and society.

Belfast City Council plays a major role in the life of the city with 51 elected members. We employ over 2,500 people at over 100 sites across the city across six departments, who are represented by five trade unions. The Council fundamentally believes that advancing diversity in the workplace is economically, socially and culturally essential if the objective is to build a fair, prosperous, sustainable and stable society.

Belfast City Council established a Women's Steering Group to drive gender equality forward. We introduced flexible working policies and Domestic Violence Policy; established gender champions and implemented our own Women's Leadership programme; we hold inspiring and useful events for our staff each International Women's Day; and established a support network for women in the council workforce.

The £150 million physical investment programme aimed, at tackling the downturn and stimulating the local economy, will help to build community and city assets, support construction, deliver balanced investment across the city and support employability and skills development at no additional cost to the ratepayer.

Our corporate membership of Women in Business NI not only helps with the council's economic development activity in the city and the role of women in our economy, but also provides a useful insight into successful business, career and leadership development for our own staff.



CONTINUED >>>

## ReelRobics

**ReelRobics is a brand new approach to dance fitness, combining traditional Irish dance steps with aerobics for a full body workout.**

I have always been passionate about dance; I competed for 18 years and toured the world with Riverdance. Dancers are known for being in great shape and after having my son I wanted to get my

fitness back. I devised a unique programme suitable for all ages and levels of fitness. The classes appeal to both former dancers and those who have always wanted to try it. There are two ReelRobics classes in Belfast and I plan to expand further afield in the near future.

Becoming a member of Women in Business NI was very appealing to me.

Although I am self employed,

and do not have my own colleagues, I still feel part of a team. I have met so many businesswomen at the friendly networking events, each of us sharing our knowledge and experiences, while also making some fantastic business contacts. I have especially been inspired by the speakers at the events including motivational speaker Caroline Currid and Mary McCall, founder of TreatTicket.





# Belfast City Airport

George Best Belfast City Airport is a regional airport serving a range of destinations, predominantly domestic with over half our passengers travelling on business.



Ruth Morgan  
Communications Executive  
George Best Belfast City Airport

**Situated on the South shore of Belfast Lough, the airport is one of the main arterial routes into the city and caters for over 2.3 million passengers per year.**

Becoming a member of Women in Business NI affords me the opportunity to communicate my organisation's key messages to an extensive WIBNI database and keeps me informed and connected with other women who are making

a difference within their own organisations.

I am proud to have been a WIBNI Awards finalist for Marketing and Communications at the recent Women in Business NI Awards 2012. The Gala event was exceptionally inspirational, motivating and of course glamorous!

I'm looking forward to being a part of the WIBNI activities for 2013.

*"The Women in Business NI Awards 2012 Gala Event was exceptionally inspirational, motivating and of course glamorous!"*





# We extend a warm welcome to members who have recently joined Women in Business NI

Women in Business NI membership is a cost effective way of reaching hundreds of potential new contacts.

It is the largest and fastest growing business network for female entrepreneurs and senior business leaders in Northern Ireland with over 850 members spread throughout all industry sectors.

The most efficient and effective way to grow your business is through networking - at Women in Business NI our focus is always on networking and ensuring you make those

important business connections that can lead to a sale, a partnership, an opportunity to collaborate.

Each month members benefit from business networking events with inspirational speakers, intimate business lunches and masterclasses in a range of topics delivered by industry experts. Events are delivered across Northern Ireland giving members the opportunity to make broader business connections.

## Become a WIBNI Member...

Whether you are from the private, public or charity sectors, members benefit from an excellent mix of networking opportunities in a context of business and personal development, with benefits for everyone.

### Individual Membership:

Annual Payment £120 + VAT  
Monthly Payment £10 + VAT  
*(minimum membership 12 months)*

### 2 Memberships:

Annual Payment £200 + VAT  
Monthly Payment £16.60 + VAT  
*(minimum membership 12 months)*

### 3-9 Memberships:

Annual Payment £360 + VAT  
Monthly Payment £30 + VAT  
*(minimum membership 12 months)*

### 10+ Memberships:

Annual Payment £600 + VAT  
Monthly Payment £50 + VAT  
*(minimum membership 12 months)*

## New Members

Company Name	Full Name	Company Name	Full Name	Company Name	Full Name	Company Name	Full Name
121 Dietitian	Gillian Killiner	Explore The Edges	Joanne Kelly	Mexx	Shelley Hollywood	The Belfast Business Centre	Elaine Purdy
3PT Ltd	Helen Smyth	Factory Pictures Ltd	Victoria Farley	Miglio	Seline McElhatton	The Hub	Suzanne Murdock
Achievers Excel	Helen Hughes	Fairy tale Wedding and Events Specialists	Barbara McKeown	Moore Stephens Chartered Accountants	Rosemary Peters Gallagher	The Signature Works the therapy room ni	Alice Tennant
Action Medical Research	Jenny Scullion	Fitzers Catering	Laura Cowan	Nadean Lowe Consulting	Nadean Lowe	The White Gallery	Rachel Morgan
Algaran	Rosaria Piseri	Fleet Financial	Nicola Henry	Napier & Sons Solicitors	Brigid Napier	The Wild Hog	Samantha Convery
Anna Clugston Property Services	Anna Clugston	Fontana Restaurant & Bennett's on Belmont	Colleen Bennett	Napier & Sons Solicitors	Maria McCloskey	Titanic Suites Belfast LTD	Lauren Huston
Ansons	Isabel Unwin	FPM Accountants	Alicia McClung	National Museums Northern Ireland	Gillian McLean	too care	Fiona Mulligan
Arthur Cox	Cartriona Gibson	FPM Accountants	Claire Galloway	National Museums Northern Ireland	Sinead Cunningham	Train 2 Transform	Diane Weatherup
Arthur Cox	Kathy Regan	Galgorm Resort and Spa	Beth Swindlehurst	OCN NI	Patricia Short	UCan Music	Aoife Cormacain
Arthur Cox	Lindsey Harten	Goldblatt McGuigan	Lyn Hagan	OMG Software Ltd	Orlagh McGahan	VA Vanessa	Vanessa Morrow
Bajata Queria	Doris Seggie	Grafton Recruitment	Mairead Scott	O'Toole and Associates LLP	Donna Marie Smyth	Vita Liberata	Alyson Hogg
Balmoral Healthcare Agency	Amanda McCully	Grafton Recruitment	Mary Quinn	People 1st	Bernie Daly	Vita Liberata	Yolanda Cooper
Balmoral Healthcare Agency	Rachel McCully	Grafton Recruitment	Nicola McKernan	Pi Communications	Noeleen Breen	Wellbusiness	Colette Pennick
Bank of Ireland	Ruth McClurg	HeartSine Technologies	Joy Taggart	Pi Communications	Norah-Anne Barron	Wilson Nesbitt	Gillian Crotty
Belfast Hypnobirthing	Joanne Dunn	Heineken NI	Leza Nulty	Pinnacle Business Support LTD	Kathy Faulkner	Wilson Nesbitt	Lenore Rice
Birdsong Communications	Angela Hunter	Highway Plant Co Ltd	Julie Houston Smyth	Pinsent Masons	Laura Gillespie	Your Calls Answered	Laura Thompson
Blue Print Appointments	Kirsty Dillon	HSBC BANK PLC	Jane Steen	Playball NI	Ciara Faloon		Danielle Futter
Boojum	Emma Shannon	Hunt Solicitors	Julie Tierney	Power NI	Emma Gribben		Kathleen O'Loughlin
Breckenhill	Henrietta Reade	Icebox Logic	Debra Mulholland	ProjectTwo	Catherine McGinnis		Rose McCullagh
BT plc	Michael McMorris	idanceirish	Josephine Brennan King	ProjectTwo	Patricia McGinnis		
Canal Court	Deborah Ferguson	Intertrade Ireland	Margaret Hearty	Quinfresh	Elaine Quinn		
Caroline Currid Life Coaching	Caroline Currid	JCDecaux	Sharon Moffitt	Rafferty McGrath & Co Solicitors	Dawn Skelton		
Claire McCollum	Claire McCollum	Johnston Campbell	Beverly Reid	ReelRobics	Christina Woods	<b>Business Name</b>	
Cleaver Fulton Rankin	Karen Blair	Johnston Campbell	Kerry McCaughan	Roslyn Bell	Roslyn Bell	Barclays Commercial Bank	
Clements Gifts	Maxine Bowen	Ka-Toning	Katrina Arbuthnot	Sharon Johnston	Sharon Johnston	Belfast City Council	
Corvus Recruitment	Julie Scates	Lagan Valley Island Centre	Mags White	Slender Choice	Karen Daly	BT Ireland	
Crane Energy	Claire Moore	Lavinia K Jewellery	Kathryn McDowell	Stamp Promotions	Andrea Martin	CME Technology and Support Service LTD	
Crane Energy	Eileen Montgomery	Lloyds TSB	Sandara Kelso-Robb	Stamp Promotions	Tori Higginson	Danske Bank	
Digital Advertising NI	Naomh McElhatton	Foundation for Northern Ireland		Stella & Dot	Una Tinnelly	George Best Belfast City Airport	
Dunmurry Dental Practice	Debbie McLorinan	Lucas Love Recruitment	Sarah Fowler	Stroke Association	Caroline Greer	Keys Commercial Finance LTD	
Environmental Street Furniture	Lynsey McCloskey	Lucy Traynor Consulting	Lucy Traynor	Stroke Association	Michelle Ferguson	Moy Park	
Equintiti ICS	Kate Mayes	Mast Ireland	Noeleen Diamond	Tailored Financial Solutions NI	Elizabeth Walker	Queens University Belfast	
Event Planners NI	Julie-Anne Robertson	McEntee Interiors	Linda McEntee	Temple Spa	Louise Benson	The Rug House LTD	
		McNamee Consulting	Sandra McNamee			Ulster Bank	

## Corporate Memberships

Find out more and join online today at [www.womeninbusinessni.com](http://www.womeninbusinessni.com) or contact

Membership & Events Co-ordinator Laura Dowie [laura@womeninbusinessni.com](mailto:laura@womeninbusinessni.com) or tel: 0845 607 6041.



# support for your business

**one**

Taking on new staff?

**two**

Dealing with flexible working requests?

**three**

Managing absence?

**four**

Dealing with pregnancy and maternity?

**five**

Staff reaching retirement age?

**six**

Making staff redundant?

Equality Commission

FOR NORTHERN IRELAND

[www.equalityni.org](http://www.equalityni.org)  
028 90 500 600