



# Fig

## Norwich & Norfolk FINANCIAL INDUSTRY GAZETTE

**NORWICH – a financial city**

### Globalisation

**“I believe we are still growing in Norwich” – Shaun Meadows, Director of Customer Service (Projects) at Norwich Union.**

“We have the opportunity for further sustainable expansion here and for Norwich to become an even greater centre for the financial industry,” concluded Shaun Meadows, at a recent lecture on globalisation and its impact on the local financial industry. The joint event was run by the Norwich Centres of the Institute of Financial Services and the Chartered Insurance Institute at the Assembly House, Norwich.

The first speaker, global sourcing expert Kevin Duffy, who is Principal Consultant at Winchester White, explained that globalisation has been with us since Roman times and the influx into

Norwich of Flemish weavers in the middle ages was just one example of this.

Both speakers agreed that the challenge facing employers and employees alike was staff upskilling and life long learning. Describing a system of “train/do, train/do”, Kevin said that in future employers would have a portfolio of jobs and would seek training in different fields throughout their career.

Shaun Meadows also envisaged that higher level skills would be needed locally. He referred to the unique programmes at the FIG School of Financial Services at City College which give access to upskilling opportunities to all and which provide employers with direct influence on the education of the future workforce. He said he believed that Norwich was already taking the right steps to prepare for the future.

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#### Financial Industry Group

Alan Boswell  
Anglia Business Associates  
Bank of Scotland • Cavell  
Central Trust • Countrywide  
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Insurance • First Active •  
Freedom Finance •  
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• Marsh • Moneyfacts  
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Norwich Union • TaxAssist  
The Money Centre  
The One account  
Travellers Protection Services  
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**MARSH**



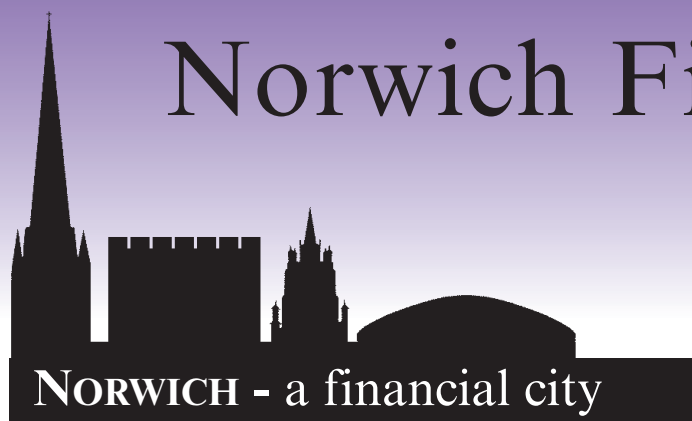
the **one** account

**Edward Jones**  
Serving Individual Investors

**Moneyfacts Group**

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# Norwich Financial Campus



**NORWICH CITY COLLEGE**  
5 Ipswich Road  
Norwich NR2 2LJ



**UNIVERSITY OF EAST ANGLIA**  
Norwich NR4 7TJ

## Financial Industry Courses in Norwich Norwich City College

School of Financial Services Hotline 01603 773510 or 01603 773210

Email: [busschool@ccn.ac.uk](mailto:busschool@ccn.ac.uk)

### Certificate in Financial Planning

**CF 1:** UK Financial Services, Regulation and Ethics  
This new course is the first module for both the Certificate in Financial Planning and the Certificate in Mortgage Advice and will provide a broad-based grounding in the financial services market.  
This now replaces the FP1.

**Start date:** Please ask for details 12 week course  
**Course fee:** TBA

### CF2: Investment and Risk

This course is aimed at helping students understand the factors that can affect investment and the risks involved.

**Start date:** Please ask for details 12 week course  
**Course fee:** TBA

### Certificate in Mortgage Advice

**CF1:** UK Financial Services, Regulation and Ethics  
See Certificate in Financial Planning.

**CF 6:** Mortgage Advice  
This is the second unit in the Certificate in Mortgage advice.  
**Start date:** Please ask for details 7 week course  
**Course fee:** TBA

### Financial Planning Certificate 3

This qualification aims to help people to apply, in the client's interest, the knowledge of the industry, regulation and generic products tested in FPC1 and 2.

**Start date:** Monday 13 June 2005 18.00 to 21.00  
**Course fee:** £170 3 week course

### Certificate in Insurance

#### Insurance Foundation 1

Insurance, Legal and Regulatory

**Start date:** Please ask for details  
**Course fee:** TBA

#### Insurance Foundation 2

General Insurance Business

**Start date:** Please ask for details  
**Course fee:** TBA

### Insurance Foundation 3

Insurance underwriting Process

Aim of the qualification is to provide knowledge and understanding of the role of underwriting.

**Start date:** Please ask for details 14 week course  
**Course fee:** TBA

### Certificate in Financial Administration

**CF1:** UK Financial Services, Regulation and Ethics  
See Certificate in Financial Planning

#### FA1 Life Office Administration

**Start date:** Please ask for details  
**Course fee:** TBA

#### FA2 Pensions Administration

**Start date:** Please ask for details  
**Course fee:** TBA

The Certificate is a broad-based qualification specifically designed for those involved in life and pensions administration within both company and intermediary organisations. Importantly it also satisfies the regulatory examination requirements for life and pensions 'overseers'.

### Certificate in Financial Studies

In partnership with WEETU and The One Account.

**Start date:** September 2005

The Certificate in Financial Studies (CeFS) is an exciting new Level 3 qualification that aims to address the poor levels of financial awareness in the UK. It is the equivalent of 1 AS Level and is designed to equip future generations with the knowledge to make confident choices about their financial futures.

**Entry Requirements:** Students must have a good standard of Maths and English, as well as good IT skills.

**Fee:** None, as the course is supported by The One Account. Other costs may also be supported by WEETU including child care costs.

All courses are subject to change and will run with sufficient demand. If a course that you are interested in taking is not shown please call our hotline to discuss. We are accepting applications for courses and request that you complete an application form as soon as possible. We will advise you when the course will commence closer to the date.



# Welcome

**The Financial Industry Gazette is the magazine of the Norwich and Norfolk Financial Industry Group. The Group is part of the Shaping the Future Economic Development Partnership for Norfolk between the Public and private sectors.**

*The Group aims to keep Norwich at the forefront of the financial services industry and to help maintain its position as a leading financial centre. It is an independent, not-for-profit organisation but is grateful for the funding provided by the industry and the public sector.*

**Financial Industry Group  
Chairman John Woods**

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Financial industry gazette**  
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## Globalisation – The Big Issue?

I found the recent lecture on globalisation and the financial industry (page one) both thought-provoking and rather sobering. The potential impact of globalisation on the sector can unquestionably be a daunting prospect for anyone concerned with the prosperity of the region, including current and prospective employees and support businesses.

Successful financial businesses, however, have always evolved to make the most of current opportunities and it makes no sense for the local industry to curb its business success by not taking advantage of the global marketplace.

As the lecture demonstrated, globalisation always brings opportunities and the important thing is to identify future opportunities and make the most of them.

The county is already coming up with solutions to support companies' evolution and some are highlighted in this magazine.

For example, we are already encouraging young people to get involved with industry through initiatives like the Exchange's Stock Market Challenge (see page 6). Programmes like this encourage into the industry dynamic, enthusiastic talent - people who offer new perspectives on a changing business. Globalisation itself makes the industry more exciting and attractive to join as it further accelerates changes in the way we do business.

Norfolk is also well ahead of the field in developing managers of the future. The Financial Services Foundation Degree at the School of Financial Services, the first of its kind in the UK, means employers are tailoring the education and skills of their staff even before they graduate. This means employers are directly influencing the education of their workforce so that it can meet the future needs of the business. Page 16 shows some of the benefits employers have already found from this special degree.

These sorts of initiatives show how Norwich is already thinking ahead. It already holds a strong reputation as leading Centre of Financial Excellence and is well positioned to make an asset of globalisation.

**Marjorie Eade**

The Financial Industry Gazette is the only magazine to reach the entire financial sector in Norfolk. With an estimated readership of 20,000, it is also distributed to Schools, Libraries and Local Authorities and is available at Norwich International Airport.

## SPONSORSHIP AND SUPPORT

### Monthly Rates

#### Black & White

Inside pages:	full page	£500
	half page	£300
	quarter page	£200

#### Two Colour

Logo branding on front cover	£150
Back cover	£1,500
Inside front/back cover	£1,250

**For more information contact:** Marjorie Eade on 01603 476180 or e-mail [info@fignorfolk.co.uk](mailto:info@fignorfolk.co.uk)



## Clydesdale Bank plc

Clydesdale Bank is opening a centre in Norwich for the first time in its 160 year history in £1million premises currently under construction at the Meridian Business Park in Thorpe. Managing Partner, Dave Stutchbury, said: "I am very proud of our high calibre team of financial professionals. They have the autonomy in most cases to agree lending quickly and sign it off personally. Clydesdale is bringing something refreshingly different to businesses in Norfolk."



**Dave Stutchbury** is to head up the new CLYDESDALE BANK Financial Solutions Centre in Norwich as Managing Partner. He previously spent the last 25 years in Barclays Bank, the last six as a Regional and Change Director. Dave commented: "Clydesdale has set out to change the face of business and private banking with its back to the future approach, combining the best of the past with the best of the future. My vision is 'All banks are the same... except Clydesdale'."



**John Isherwood** has been appointed Business Associate for CLYDESDALE BANK Financial Solutions Centre, Norwich. John has joined from Yorkshire Bank, their sister business in relationship banking, having worked in Manchester, Birmingham, Liverpool and Peterborough. During his time at Yorkshire Bank he worked closely with a variety of businesses from small owner managed enterprises to larger multimillion pound companies. John said: "I am looking forward to an exciting new challenge."



**Simon Reynolds** has joined CLYDESDALE BANK as a Partner. Simon previously worked for the Royal Bank of Scotland and HSBC and has 17 years experience in Commercial Asset Finance. Simon commented: "Modern banking often fails to recognise that customer needs are paramount. At Clydesdale I believe we have the opportunity to prioritise customer relationships developed from within our local community, and to build a business banking model around our customers needs supported by an experienced local team, empowered to make decisions."



**John Brown**, who is ACIB qualified and worked for Barclays for 35 years has joined CLYDESDALE BANK as Business Partner. He will be looking to develop and manage a portfolio of Business Customers with turnover of £1m upwards. John said: "I welcome the opportunity to return to traditional banking where the Relationship Manager can provide a complete service including sanction through a personal discretion and utilising the expertise of specialist Product Managers based at the same office."



**Viv Payne** has joined CLYDESDALE BANK as Managing Partner Associate. Viv will support the Managing Partner in structuring the new business and in recruitment. She has worked for a selection of financial institutions including Barclays where she was Manager at their flagship branch at St Stephen's in Norwich. Viv said: "Clydesdale Bank is an exciting opportunity - it offers a one stop shop with everything a client needs under one roof - including a direct dial to your own manager."



**Mark van der Ree** has joined CLYDESDALE BANK as Invoice Finance Partner from GE Commercial Finance, where he was Regional Director specialising in Asset Finance as Regional Manager for East Anglia. Mark said: "I am delighted to have joined Clydesdale Bank in an exciting new role. The response from the local professional business community to our unique Integrated Financial Solutions has been very encouraging with significant levels of new business opportunities being generated."



**Martin Denmark** has joined the team at CLYDESDALE BANK as a Private Partner and will be training to take on the role of Business Partner. Martin started a career in finance 14 years ago with Lloyds Bank before moving to Barclays as a Premier Manager where he has worked for the past four years. Martin said: "I am looking forward to working with new colleagues at Clydesdale and being able to offer private clients in Norfolk something a little different."



**Jon Humphreys** has joined CLYDESDALE BANK as a Business Partner. In his new role Jon will manage relationships with all types of businesses and their owners. Jon is ACIB qualified and previously worked for Barclays in various branches. He spent the last 11 years dealing with medium sized business clients. Jon commented: "The Clydesdale concept is unique as it provides a joined up bank and also offers bank managers who have a lending discretion and can make decisions themselves."

*Details and photographs should be sent to the editor [info@fignorfolk.co.uk](mailto:info@fignorfolk.co.uk). Contributions to the next issue by 27 May please.*

The Fig logo features the word "Fig" in a large, elegant, serif font. To the left of the text is a stylized graphic of a fig leaf, also in a serif style.The Marsh logo consists of the word "Marsh" in a classic, elegant serif typeface.The MARSH logo is the word "MARSH" in a bold, uppercase, sans-serif font.

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## Stock Market Challenge

Once more the rustle of bank notes and share certificates was heard in the great hall of the Grade II listed building at Bank Plain, Norwich, for so long the regional showpiece of Barclays Bank. This time the notes were fakes and the traders were students from high schools across the region taking part in the Norfolk Stock Market Challenge.

The event, at Open, the planned youth centre, recreated the atmosphere on the floor of the stock market, with traders constantly reacting to business news updates but with three days trading condensed into a half day. As real Barclays' staff donned red jackets and carried out the share deals at a frantic pace, tensions reached fever pitch at this high-energy event.

The winning team was 'Fluffy' from Costessey High School. Costessey High also won the Fantasy Shares League with their team 'Why Are We Here?'

The event was the culmination of a joint initiative organised by the Norfolk Education Business Exchange working with the Financial Industry Group, Larking Gowen, Hill Osborn and the Eastern Daily Press, which ran the Schools Fantasy Share League for three months leading up to the event.

The initiative was designed to capture the excitement of the financial industry as well as developing careers skills and learning about the stock market. Helping each team with their portfolio were partners from local companies including Lloyds TSB, Alan Boswell and HSBC.

Companies wishing to take part in future events should contact Marjorie Eade at [info@fignorfolk.co.uk](mailto:info@fignorfolk.co.uk)



## Free Training for Norfolk Insurance Firms

Norfolk insurance firms looking to recruit and train new entrants now have access to a new flexible apprenticeship scheme at City College. The Advanced Modern Apprenticeship in Insurance is designed to offer a basis of vocational skills and knowledge relevant to the insurance industry.

The NVQ Level 3 qualification offers a choice of pathways and units. The apprentice can follow one of three NVQ paths in Insurance General & Intermediaries or Customer Service or Administration, with a mix of units relevant to the workplace and also studies for the Certificate in Insurance. The General Insurance framework can be delivered on a half day release basis and the scheme is funded for apprentices up to the age of 22, so all training is free.

Any insurance employers wishing to take advantage of this free training, either for existing employees or new recruits, can contact Rob Leigh at [leigh@ccn.ac.uk](mailto:leigh@ccn.ac.uk) or call 01603 773380.



# Aviva 2005 Corporate Social Responsibility Report

Aviva has published its fourth Corporate Social Responsibility (CSR) report. The report covers the full scope of CSR activity in 2004, ranging from significant successes within our environment programme and the implementation of CSR measures for reporting on workforce issues, to further promotion of CSR best practice among our suppliers worldwide.

Norwich Union Insurance (NUI) has been particularly proactive on the CSR front across eight policy areas, which include customers, health and safety, suppliers and human rights. One of the key successes in 2004 was the roll out of Norwich Union's Leadership and Care initiative across the UK, which resulted in significant improvements in customer satisfaction particularly within the call centre environment. Another highlight was the relationship between Business in the Community (BITC) and Norwich Union's business.solutions department has developed into an award winning partnership with business.solutions receiving the East of England Regional Volunteer Team of the Year award. The Norwich Union Pay As You Drive (PAYD) insurance pilot was also launched to excellent reviews in 2004. This is a revolutionary new way of selling car insurance based on how often the vehicle is used. This innovative new structure of generating premiums will truly reflect individual driver needs as well as having a knock on effect on the environment by increasing drivers awareness of how often they are using their vehicles.

2004 saw NUI support the local community in various ways such as encouraging employees to support local community initiatives. One initiative is the mentoring scheme where staff support community groups, students and head teachers in schools. NUI sponsors the school trails at the Royal Norfolk Show. Over 4000 school children from around Norfolk take part

in the trails, where they get information on topics such as nature, woodlands and farming. NUI is also providing the insurance free of charge for The New Youth Venture in Norwich, which is due to open next year. The aim of this is to create a youth centre for young people aged from 12 to 30 from the Norwich area, which will incorporate youth charity and action groups to educate and advise young people. NUI also helps to tackle real issues in communities such as the fight against crime. For example, in the Norwich area we sponsor a security hardening scheme with the local police for homeowners who have been burgled, as well as sponsoring a Neighbourhood Watch co-ordinator. NUI also currently sponsors the Canaries for the Community scheme with Norwich City Football Club (NCFC). This brings together two strong brands in the local community which are committed to investing in the community. Again, this initiative enables staff, along with NCFC fans, to help with two community projects per year.

With climate change being high on the political agenda recently, NUI has helped to reduce the impact made on the environment by aiming to reduce waste and increase recycling. During 2004 NUI introduced a number of paper saving initiatives such as reducing the paper weight on product literature and introducing duplex printing, which reduces the number of pages printed. This resulted in 100 tonnes being saved by NUI.

General waste management was promoted by "On The Up", which was NUI's vehicle in 2004 for driving environmental initiatives. It included tips and actions for saving energy such as switching off lights, lamps and monitors.

Going forward in 2005 NUI will remain committed to integrating CSR into our business in a way that positively impacts the business, the environment and the community, in which we live and work.





# Training & Events

## CHARTERED MANAGEMENT INSTITUTE

**25 May 2005**

9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**

**Holly Bammant**  
Broadland District Council  
0800 3891113

## POWER BREAKFAST

**26 May 2005**

7.30 to 9.00  
New Museum of Contemporary Art,  
King Street, Norwich  
**£12 plus VAT**  
**Felicities Limited**  
01603 626264

## MS OUTLOOK - INTRODUCTION

**26 May 2005**

9.30 - 16.30  
Jarrold Training, St James' Mill,  
Whitefriars, Norwich  
**£135 plus VAT**  
**Jarrold Training**  
01603 677107

Other courses available  
**FIG READERS - 10% DISCOUNT**  
**ON 1 DAY MICROSOFT OFFICE**  
**COURSES**

## DELIVERING A PROFESSIONAL PRESENTATION

**27 May 2005**

9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**

**Holly Bammant**  
Broadland District Council  
0800 3891113

## MEETINGS, AGENDAS AND MINUTES

**31 May 2005**

9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**

**Holly Bammant**  
Broadland District Council  
0800 3891113

## PCS, WINDOWS, INTERNET AND EMAIL

**STANDARD USER**

**1 June 2005**

Software International Training Limited,  
8 Thorpe Road, Norwich  
**£125 plus VAT**  
**Software International Training Limited**  
01603 667308

Other courses available

## CHARTERED MANAGEMENT INSTITUTE

**1 June 2005**

9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**

**Holly Bammant**

## Broadland District Council

0800 3891113

## EMERGENCY AID AT WORK REQUALIFICATION

**1 & 2 June 2005**

9.00 to 16.30  
St John Ambulance Training Centre,  
Norwich

**£115 plus VAT**  
**St John Ambulance**  
01603 431639

Other courses available

## STRESS MANAGEMENT

**2 June 2005**

9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**

**Holly Bammant**  
Broadland District Council  
0800 3891113

## MICROSOFT OFFICE

**EXCEL 2002 & 2003**

**STANDARD USER**

**2 & 3 June 2005**

Software International Training Limited,  
8 Thorpe Road, Norwich  
**£250 plus VAT**  
**Software International Training Limited**  
01603 667308

## DEVELOPING ASSERTIVE

**BEHAVIOUR/**

**DEALING WITH AGGRESSION PART 1**

**3 June 2005**

9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**

**Holly Bammant**  
Broadland District Council  
0800 3891113

## BUSINESS INTRODUCTORY

**WORKSHOP**

**6 June 2005**

9.30 to 16.30  
Norwich Enterprise Agency Trust  
Norwich Training Room,  
Labour in Vain Yard, Norwich

**Free**  
**Norwich Enterprise**  
**Agency Trust (NEAT)**  
01603 677510

## WEBSITE DESIGN

**DREAMWEAVER MX**

**STANDARD USER**

**6 & 7 June 2005**

Software International Training Limited,  
8 Thorpe Road, Norwich  
**£300 plus VAT**  
**Software International Training Limited**  
01603 667308

## FIRST AID AT WORK CERTIFICATE

**6 to 9 June 2005**

8.45 to 16.30  
Professional Training Centre,  
Easton College, Easton, Norwich  
**£170**

**Professional Training Centre**  
**Easton College**  
01603 731211

## EMERGENCY AID AT WORK

**6 to 9 June 2005**

9.00 to 16.30  
St John Ambulance Training Centre,  
King Street, Norwich  
**£190 plus VAT**  
**St John Ambulance**  
01603 431639

## FAMILY BUSINESS: -IMPROVE PERFORMANCE THROUGH YOUR PEOPLE

**7 June 2005**

12.30 Lunch  
13.30 to 16.30  
MacGregor Building, The Norfolk  
Showground  
Exhibition & Events Centre, Dereham  
Road,  
Costessey, Norwich

**Free**  
**Gateway Team**  
**Business Link for Norfolk**  
08457 218218

## MANAGE YOURSELF, INCREASE YOUR TIME AND ACHIEVE YOUR GOALS

**7 June 2005**

9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**

**Holly Bammant**  
Broadland District Council  
0800 3891113

## TELEPHONE TECHNIQUES

Melanie Ruse for Matrix Training

**7 June 2005**

9.30 to 12.30  
Chamber Offices, 9 Norwich  
Business Park, Whiting Road, Norwich  
**Members £80 plus VAT**  
**Non-members £130 plus VAT**  
**Margaret Read**  
**Norfolk Chamber of Commerce**  
01603 729703

## LIMITED LIABILITY PARTNERSHIPS

Steeles in association with PKF  
Accountants

**8 June 2005**

8.00 to 10.30  
Norwich City Football Club,  
Carrow Road, Norwich

**£20 inc VAT**  
**Beth Wilson**  
**Steeles**  
01603 598000

## CHARTERED MANAGEMENT INSTITUTE

**8 June 2005**

9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**

**Holly Bammant**  
Broadland District Council  
0800 3891113

## MS POWERPOINT 97 & 2000 - ADVANCED

**8 June 2005**

9.30 - 16.30  
Jarrold Training, St James' Mill,

Whitefriars, Norwich

**£135 plus VAT**

**Jarrold Training**

**01603 677107**

**FIG READERS - 10% DISCOUNT**  
**ON 1 DAY MICROSOFT OFFICE**  
**COURSES**

## MARKETING ESSENTIALS

Valerie Bullard for Matrix Training

**8 June 2005**

9.30 to 16.30  
Chamber Offices, 9 Norwich  
Business Park, Whiting Road, Norwich  
**Members £150 plus VAT**  
**Non-members £200 plus VAT**  
**Margaret Read**  
**Norfolk Chamber of Commerce**  
01603 729703

## RECRUITMENT AND SELECTION

**9 June 2005**

9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**  
**Holly Bammant**  
Broadland District Council  
0800 3891113

## APPRAISAL SKILLS

**10 June 2005**

9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**

**Holly Bammant**  
Broadland District Council  
0800 3891113

## FIRST AID SKILLS UPDATE

**13 June 2005**

9.00 to 13.00  
St John Ambulance Training Centre,  
Norwich  
**£55 plus VAT**  
**St John Ambulance**  
01603 431639

## DESKTOP PUBLISHING TECHNIQUES

**13 & 14 June 2005**

9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£95 per day**

**Holly Bammant**  
Broadland District Council  
0800 3891113

## FIRST AID AT WORK REFRESHER

**13 & 14 June 2005**

8.45 to 16.30  
Professional Training Centre,  
Easton College, Easton, Norwich  
**£105**

**Professional Training Centre**  
**Easton College**  
01603 731211

## NEATBUSINESS CLUB

For start up or businesses which have been trading less than 3 years. To share best practise and obtain free advice and information

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# Training & Events

**14 June 2005**  
17.45 to 20.15  
John Innes Centre, Norwich  
**Free**  
**Norwich Enterprise**  
**Agency Trust (NEAT)**  
**01603 677510**

**TAX UPDATE FOR PRACTITIONERS INCLUDING IR35**  
Barry Brinsmead, Vantis PLC, London  
**14 June 2005**  
18.00 to 20.30  
Norwich City Football Club,  
Carrow Road, Norwich  
**Free**  
**Karen Wilcox**  
**Association of Chartered Certified**  
**Accountants**  
**0121 456 5903**

**EFFECTIVE TELE SALES**  
Melanie Ruse for Matrix Training  
**14 June 2005**  
9.30 to 16.30  
Chamber Offices, 9 Norwich  
Business Park, Whiting Road, Norwich  
**Members £125 plus VAT**  
**Non-members £175 plus VAT**  
**Margaret Read**  
**Norfolk Chamber of Commerce**  
**01603 729703**

**MS WORD - INTERMEDIATE**  
**14 June 2005**  
9.30 - 16.30  
Jarrold Training, St James' Mill,  
Whitefriars, Norwich  
**£135 plus VAT**  
**Jarrold Training**  
**01603 677107**  
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**VISIT TO TRANSCO**  
**15 June 2005**  
18.00  
Bacton  
**£13.50 Members**  
**£16.00 Non-members**  
**Irene Tibbenham**  
**Institute of Directors Norfolk Branch**  
**01379 678925**

**CHARTERED MANAGEMENT**  
**INSTITUTE**  
**15 June 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**NETWORKING AT SIX**  
**15 June 2005**  
18.00 to 19.30  
Marriott Sprowston Manor Hotel,  
Wroxham Road, Sprowston, Norwich  
**Members £18.80 inc VAT**  
**Non-members £24.68 inc VAT**  
**Mandy Ridgeway**  
**Norfolk Chamber of Commerce**  
**01553 770880**

**THE NEW CHARITY REGIME**  
**15 June 2005**

16.30 to 19.30  
Sportspark, UEA, Norwich  
**£32.50 inc VAT**  
**Victoria Spratt**  
**Norfolk & Norwich Society of**  
**Chartered Accountants**  
**01223 257873**

**PRESENTATION SKILLS**  
Joe Mills for Matrix Training  
**15 June 2005**  
9.30 to 16.30  
Chamber Offices, 9 Norwich  
Business Park, Whiting Road, Norwich  
**Members £125 plus VAT**  
**Non-members £175 plus VAT**  
**Margaret Read**  
**Norfolk Chamber of Commerce**  
**01603 729703**

**NEW WAVE EVENT**  
Networking Group for 18-35 year olds  
**MAKING THE MOST OF MARKETING**  
**AND MAXIMISING YOUR PR**  
**16 June 2005**  
12.00 to 14.00  
**£11.75 inc VAT**  
**Gail Harrington**  
**Norfolk Chamber**  
**01603 729704**

**RECEPTION SKILLS TRAINING**  
Melanie Ruse for Matrix Training  
**16 June 2005**  
9.30 to 12.30  
Chamber Offices, 9 Norwich  
Business Park, Whiting Road, Norwich  
**Members £80 plus VAT**  
**Non-members £130 plus VAT**  
**Margaret Read**  
**Norfolk Chamber of Commerce**  
**01603 729703**

**ADVANCED WORD**  
**16 & 17 June 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£95 per day**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**ASSERTIVENESS AND INFLUENCE**  
**20 June 2005**  
9.30 to 16.30  
Precept Management Limited,  
191 Queens Road, Norwich  
**£145 plus VAT**  
**Precept Management Limited**  
**01603 630631**

**INTRODUCTION TO ACCESS**  
**20 & 21 June 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£95 per day**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**ALL CHANGE?**  
**FSA REPORTING REQUIREMENTS**  
Branko Bjelobaba FCII, Independent  
Compliance Consultant  
**21 June 2005**  
12.00

Marsh Limited, Queen's Road, Norwich  
**Free**  
**Derek Cousins**  
**Insurance Institute of Norwich**  
**01603 207464**

**CHARTERED MANAGEMENT**  
**INSTITUTE**  
**22 June 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**BUSINESS INTRODUCTORY**  
**WORKSHOP**  
**23 June 2005**  
9.30 to 16.30  
Norwich Enterprise Agency Trust  
Norwich Training Room,  
Labour in Vain Yard, Norwich  
**Free**  
**Norwich Enterprise**  
**Agency Trust (NEAT)**  
**01603 677510**

**INTRODUCTION TO EXCEL**  
**23 June 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£95**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**LIGHT LUNCH**  
**24 June 2005**  
12.45 to 14.00  
The Last Wine Bar, Norwich  
**£15 Members**  
**£15 Non-members**  
**Irene Tibbenham**  
**Institute of Directors Norfolk Branch**  
**01379 678925**

**DIGITAL GRAPHICS**  
**24 June 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£95**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**PROGRAMMING ACCESS**  
**27 & 28 June 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£95 per day**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**CHARTERED MANAGEMENT**  
**INSTITUTE**  
**29 June 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich

**£65**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**DEVELOPING ASSERTIVE BEHAVIOUR/**  
**DEALING WITH AGGRESSION PART 2**  
**1 July 2005**  
9.00 to 12.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew,  
Norwich  
**£65**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**BASICS 4 BUSINESS**  
**4, 5 & 6 July 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew,  
Norwich  
**£65 per day**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**FACE TO FACE COMMUNICATION/**  
**PROFESSIONAL TELEPHONE**  
**BEHAVIOUR**  
**7 July 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew,  
Norwich  
**£65**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**DEALING WITH STAFF PROBLEMS/**  
**DEVELOPING COLLEAGUES**  
**8 July 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew,  
Norwich  
**£65**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**ADVANCED ACCESS**  
**11 & 12 July 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew,  
Norwich  
**£95 per day**  
**Holly Bammant**  
**Broadland District Council**  
**0800 3891113**

**CHARTERED MANAGEMENT**  
**INSTITUTE**  
**13 July 2005**  
9.30 to 16.00  
Business Suite, Broadland District Council,  
Thorpe Lodge, 1 Yarmouth Road,  
Thorpe St Andrew, Norwich  
**£65**  
**Holly Bammant**  
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[www.financial-training.com](http://www.financial-training.com)

## N&P AGM raises £3,000 for Charity

Norwich and Peterborough Building Society's (N&P) members have donated £3,000 between two excellent causes simply by crossing a box.

As a result of voting at this year's AGM, N&P is now looking forward to handing over two cheques for £1,500 to Age Concern and East Anglia's Children's Hospices (EACH). For every vote cast, N&P is donating 10p – rounded up to a whopping great £3,000! N&P members were able to choose which of these excellent causes receives their 10p.



## Norwich man chairs sell out National Institute Conference

Jon Woolston, partner at Larking Gowen, Norwich has chaired a sell out national conference of the Institute of Chartered Accountants' Solicitors Group in Coventry. Jon commented: "It is the premier event for accountants with law firm clients and those working in solicitors' practices. The conference goes from strength to strength – we still have to turn people away. "The keynote speaker at the conference was Alison Crawley, Director of Regulation Compliance at the Law Society.

## Horoscope Exclusively forecast for *fig* by Jane Sunderland

### ARIES [21 March - 20 April]

Gird your loins and get ready for battle! The repressed anger or resentment that has been brewing under the surface looks set to explode onto the stage over the course of the month. Emerging news around the 12th builds to a critical point on mid summer's day when agreements and partnerships can be formed which look set to see you riding higher than ever before. Now you now who's an enemy and who's a good ally.

### TAURUS [21 April - 20 May]

Making rash promises or speaking before you know all the facts must be guarded against. Your mind is unusually active these days, finding masses to worry about as well as being mighty curious about some new topic. Your fear of failure is driving you to take on too much. Focus on information and travel. Read and study. Use this mental agility and energy to focus on big goals and to learn something useful to your work.

### GEMINI [21 May - 20 June]

The New Moon on the 6th falls in your sign. This is your personal New Year, which is extremely propitious for making new starts and initiating new ventures. The realm of the intangible, of images and spiritual beliefs is strongly indicated as the arena in which the new start occurs. Link up with the gang whose company turns you on and you'll find a key to fulfilling those needs that life hasn't reached yet. Enlightenment dawns!

### CANCER [21 June - 22 July]

There'll be chances to make a big impression and to take a lead. Events stimulate you to put extra energy into your career and personal objectives and much can be attained. With Venus travelling through your sign, happiness is to be found in all the arenas closest to your heart and your desires to enhance and beautify yourself and your home should be indulged. Give love and it will be returned.

### LEO [23 July - 22 August]

Reach out. Explore. Experiment. You may not know the language of the new territory you find yourself in but learning it will open some very propitious doorways. Self-belief is your key to success but over confidence could find you leaping out of the frying pan into the fire. Rash promises are to be particularly avoided and you must remember to extinguish all naked flames and stop at the red lights!

### VIRGO [23 August - 21 September]

Much is being asked of your bank balance this month, so let's hope you have enough funds to cover the emergency contingencies that will arise. Neither a borrower nor a lender be and cultivate a healthy scepticism towards other peoples' promises. It's time to take an independent stance and to take responsibility for your own financial decisions... With luck, the long awaited handout should arrive in the nick of time.

### LIBRA [22 September - 22 October]

What you have been waiting for arrives! Opportunities for expansion and fulfilment may have had to be put on hold in the past but this month's powerful planetary line-up will reactivate the matter and bring you the help or encouragement you've been waiting for. The New Moon on the 6th highlights a desirable goal that kindles your enthusiasm. Your enhanced confidence enables you to make a bid for it.

### SCORPIO [23 October - 22 November]

Worries about debt or security are the fuel to a fire of hard work. Disciplined determination will help in a drive to achieve a more stable position. So work extra hours if necessary to get on top of the current troubles so that you have time to take off and explore somewhere new. There's colour and excitement to be found on foreign shores where the Full Moon will shine on a very big adventure. Be bold!

### SAGITTARIUS [23 November - 20 December]

Although the inner fires are burning fiercely, don't let the force of their flames overpower other people. Your ruling planet Jupiter turns direct on the 5th, bringing back an opportunity you may have missed or opening the doorway to growth for another tempting few weeks. An exciting new adventure is on offer. Don't miss your chance again. Feel the fear and do it anyway. Life will be better for it.

### CAPRICORN [21 December - 19 January]

Strike a balance between the past and the future. Integrate revolutionary change into stagnant structures - both inside yourself and in the world around you. Lighten up and be less willing to allow doubt and duty to block your own progress. You have personal goals that must be followed now. Aim for the top of the tree and you may find that you're offered the chance to be properly recognised and appreciated for your management abilities.

### AQUARIUS [20 January - 18 February]

Fuelled by the fervour of your beliefs you may find yourself embroiled in more than one intense debate on the one hand, whilst excelling in the monthly sales targets on the other. Your passion is powerful and you'll have little time for lazy folks. Go further, go faster. Get yourself a new car. But remember that you may miss important details in your drive to reach that wonderful goal. So try not to get totally carried away!

### PISCES [19 February - 20 March]

A dark cloud hangs over your relationship with authority figures and you may be moved by irresistible impulses to do something drastic. The more frustrated you feel and the less recognition you have received, the more likely it is that this could be a time of rebellion. Readjustments and reorganisations should be welcomed, because they'll give you the opportunity to improve your long term position.



# The One Account

the **one** account

## THE ONE ACCOUNT SECURES AWARD FOR THIRD YEAR RUNNING

The *One* account was named last night as the Best Lifestyle Lender of the Year, for the third year running, at the Mortgage Strategy Awards.

Jayne-Anne Gadhia, managing director, commented, "We are delighted that intermediaries have recognised the sustained efforts that The *One* account team has made. With people demanding greater flexibility from their finances to adapt to their lifestyles, more and more of them are turning to flexible mortgages. We believe that we offer the ultimate flexible mortgage that combines features such as payment holidays, variable payments and borrow back facilities, with unrivalled customer service on the phone or online."



The Mortgage Strategy Awards were voted for by industry experts – mortgage intermediaries – in an online poll.



Gadhia continued, "We have regular and open dialogue with mortgage intermediaries to ensure that our propositions 'hit the mark'. And, we are proud of our service that has a 97% customer satisfaction rating."



The *One* account offers a current account mortgage and a flexible mortgage option. The flexible mortgage option currently has a 12-month discount running on its standard variable rate.



# First Active

## FIRST ACTIVE SCOOPS TWO PRESTIGIOUS INDUSTRY AWARDS

First Active, the Norwich-based mortgage lender, signalled its arrival as one of the leading mainstream mortgage brands when it landed two big industry awards at the Mortgage Strategy Awards in London. It took the top places for Innovator of the Year and Best Mortgage Lender of the Year. Both were voted for by specialist mortgage intermediaries in an online poll.

Commenting on the success, Jayne-Anne Gadhia, managing director, said: "These awards confirm that our proposition - 'The way mortgages are meant to be' - holds real currency with intermediaries. Finishing ahead of the likes of Halifax and Nationwide to win Best Lender is testimony to the efforts every single one of the First Active team has made in launching and sustaining a new brand. We have proved that it is still possible to be innovative in the mortgage market. Features such as our 'start low, stay low' rates and all deals being available to existing and new customers alike have had real appeal to intermediaries and their clients."

First Active launched in June 2004 and offers a range of competitive fixed rate, discount and stepped products that are set to change the way people look at mortgages.



# RAC acquisition a step closer

Following receipt of regulatory approval for the acquisition of motoring organisation RAC, Aviva's offer has now become unconditional. The acquisition is part of the group's strategy for Norwich Union Insurance (NUI), which has its Head Office in Norwich, to become a service provider with insurance at the core of the business.

Patrick Snowball, Aviva Group Executive Director and NUI Chief Executive, identified the acquisition as a substantial vote of confidence in the future growth of its operations in Norwich and elsewhere.

The new Managing Director heading up the executive team of RAC, which will retain its own brand, is Simon Machell, Customer Services Director for NUI.

Simon will report to Patrick Snowball and reporting lines in RAC to Simon will remain unchanged. Simon, 41, who lives in Norfolk and joined Norwich Union 11 years ago, said: "There is huge potential for building on RAC's success and reputation and my first challenge is to look at how we do that."



Simon Machell, new Managing Director of RAC

## More Growth for The Money Centre

The Money Centre, one the largest buy-to-let mortgage brokers in the county, has just recorded its best performances yet, processing an average of £1 million of mortgage applications a month. Turning in results equivalent to 170% of last year's monthly average, the Norwich based business has captured over 30% of the country's buy-to-let market, which itself now accounts for 6% of all residential mortgage lending.

Managing Director, Mark Alexander puts their growth down to investors having absolute confidence in their consultant. "We operate on a one-to-one level and investors need to have confidence in and be comfortable with their consultant. It is this level of personal service that I believe sets us apart from the competition."

## CIOT Annual Dinner

Fans of the Archers were given the inside story of the long-running radio programme recently when actor Charles Collingwood, otherwise known as Brian Aldridge, spoke recently at the Chartered Institute of Taxation Annual Dinner at Dunston Hall, Norwich. Also attending the event at the request of Branch Chairman, Mr Robert Chalmers BACTA Solicitor was the National Vice President of the Institute, Mr Peter Kempster BACTA (Fellow) FCA Solicitor.

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# Moneyfacts

**Moneyfacts Group**

Moneyfacts Group was founded in 1988 with the launch of Moneyfacts, a ground-breaking six page financial fact sheet. For the first time, financial professionals could find all the savings and lending rates from all the major banks and building societies in one place.

Moneyfacts has expanded hugely from these beginnings to become the UK's largest selling professional financial monthly - an authoritative source trusted by intermediaries, providers and journalists alike. Today the Group employs 100 staff at its state-of-the-art offices in Norwich, and publishes three monthly trade titles with a combined readership of over 116,000.

Moneyfacts now provides real time news and data services to virtually every bank and building society in the UK and an increasing number of life offices. It supplies online point of sale systems for bank branches and call centres, and product sourcing systems for intermediaries.

The Group also designs and hosts websites for external organisations such as the British Bankers' Association and Which?. In fact, over half the leading financial sites in the UK rely on Moneyfacts data.

Moneyfacts reaches the public via its own consumer website - [www.moneyfacts.co.uk](http://www.moneyfacts.co.uk) - as well as through the charts it provides to most of the national and provincial press and media.

Moneyfacts Group has pioneered financial data gathering and distribution in the UK. It has also been at the forefront of the concept and design of financial data IT systems. All Moneyfacts IT systems are designed and developed in-house. More than one quarter of its staff are employed on IT development.

To this day Moneyfacts Group still remains faithful to its original concept - to provide accurate, independent financial information in an accessible format.



## Moneyfacts™ Group

**MONEYFACTS GROUP plc**  
**Moneyfacts House,**  
**66-70 Thorpe Road, Norwich**  
**NR1 1BJ. DX 135010 NORWICH 7**  
**Telephone 0870 2250 476**  
**e-mail: [info@moneyfacts.co.uk](mailto:info@moneyfacts.co.uk)**

## Moneyfacts powers Moneyextra Website

**Moneyextra, one of the UK's leading financial websites, has chosen Moneyfacts Group to provide the data for its comprehensive searches for cards, loans, savings, current accounts and mortgages.**

Moneyextra is part of the AWD Group, Europe's premier independent financial services group. The award winning website provides its customers with guidance and advice across the whole spectrum of financial needs.

Commenting on why Moneyextra chose Moneyfacts to provide its personal finance data, Mark Fleet, Managing Director of Moneyextra, said, "Moneyextra's comprehensive online personal finance tools rely on a high quality, accurate and timely source of industry data. This data is paramount in ensuring that our website users' financial needs are fully met with the best, most appropriate solution for them. Reviewing our data provision requirements, we concluded that Moneyfacts was the key partner to work with to ensure we deliver a

service to the standards of excellence and impartiality that our site requires and our users deserve."

Alan Hough, Sales Director, Moneyfacts Group, said: "Moneyextra is a major financial website. Their expectation for our data, technical implementation and ongoing service was of the highest order. Moneyextra already had well established financial searches on their websites and a major part of our brief was to ensure continuity of their service. We worked very closely with Moneyextra's project team to ensure this. Moneyfacts has the widest experience in providing data services to websites and I.T. systems and this was a key factor in managing such a large project."

In addition to the whole market searches for cards, loans, savings and current accounts, Moneyfacts has also implemented the most advanced mortgage web service on the market. Utilising .NET technologies, the mortgage search provides for full control by Moneyextra over the client interface with sourced product details and

calculations being returned by a Moneyfacts web service.

Alan Hough continued: "Competition in the mortgage market is fierce and a well presented and designed website can give a competitive edge and improve lead generation. To achieve this, customers are demanding full control over the look and feel of their site - a 'packaged' sourcing service that doesn't integrate well is insufficient. The Moneyfacts mortgage web service is ideal for such requirements as customers can implement a whole market or panel driven sourcing system with the confidence that they can change their website at any time."

Moneyextra joins the many other websites and lenders' I.T. systems that rely on Moneyfacts for their personal finance data, including Which?, Charcol, Egg, First Direct, HBOS and Interactive Investor.

**For further details of how Moneyfacts DataFeeds can power your website or I.T. systems please contact [sales@moneyfacts.co.uk](mailto:sales@moneyfacts.co.uk) or call 0870 2250 482**

## Moneyfacts Milestone

There's a celebratory mood in the office this month as Moneyfacts prepares to publish its landmark 200th edition. Moneyfacts has come a long way from its first edition back in November 1988 when it was printed as a six page round-up of the latest mortgage rates, savings and current accounts. From those beginnings Moneyfacts now enjoys the position of UK's largest selling professional financial monthly, with an estimated readership of around 90,000.

**Pop the champagne corks with us. If you are not already a Moneyfacts subscriber, there's never been a better time to sign up. Call us today on 0870 2250 100 and we can begin your subscription with our special 200th edition.**



## Moneyfacts Conference 2005



John Healey MP, the new Financial Secretary to the Treasury will replace Stephen Timms MP (the previous incumbent) to head up this year's speakers at the 10th annual Moneyfacts conference.



For the fourth year the conference will be held at the prestigious Novotel, London Euston. Its comfortable, tiered conference theatre and convenient location makes it a superb venue to head up this year's speakers at the 10th annual Moneyfacts conference. For the fourth year the conference will be held at the prestigious Novotel, London Euston. Its comfortable, tiered

conference theatre and convenient location makes it a superb venue.

The event, aimed at anyone involved in marketing, product development, press relations, competitor analysis and IT for personal finance providers, will be held on Tuesday 8 November 2005. It provides the perfect opportunity to network with industry colleagues from virtually all banks, building societies and credit lenders, as well as meet members of the Moneyfacts team. Complimentary refreshments will be served throughout the day and a delicious buffet lunch will also be provided.

Tickets for the Moneyfacts Conference 2005 are excellent value for money at just £199 (plus VAT) per delegate. However, anyone booking **before 1 September** can take advantage of our early bird **3 tickets for the price of 2** promotion. For more information call 0870 2250 100.

# Hill House Hammond Relaunches

Hill House Hammond Business is relaunching in the name of its parent, bringing a name change to its Great Yarmouth office. In a step designed to recognise the Group's success in providing a dedicated insurance service to the local community, it will now be known as Towergate Risk Solutions.

The Towergate / Folgate group is one of the UK's fastest growing insurance groups and key partners include Norwich Union, AXA and Allianz Cornhill. Speaking of the partnership, Patrick Snowball, Chief Executive of Norwich Union Insurance said: "Our joint approach to marketing and creating excellent service standards is pivotal in an ever changing market place." General Manager of the Great Yarmouth branch, Alex McAusland commented: "Being part of the new group gives us the ability to offer an even wider range of insurance protection. There's not much we can't help clients with – and we're happy to be put to the test!"

## CHARTERED ACCOUNTANTS ANNUAL DINNER

The Annual Dinner for the Norfolk and Norwich Society of Chartered Accountants, sponsored by NatWest Bank, Reed Accountancy and Reed Finance, was held at Barnham Broom Hotel and Golf Club recently.

President Jason Keogh, from Price Bailey, challenged the Society to be more proactive. He said: "We should be encouraging and developing newly qualified chartered accountants to excel and aid non-practice accountants meet their new CPD requirements." The evening also included entertainment from James Piercy from INSPIRE Science project, which included exploding Alka Seltzer.

The inaugural 'Young Chartered Accountant of the Year' award was awarded to Helen Stafford of Sexty and Co and Richard Just of Price Bailey was runner up.



Main Picture: L-R Mark Keeler Reed Accountancy, Toni Cook, Reed Finance, Jason Keogh, Price Bailey, Paul Dick, NatWest. Insert Pictures: "Young Accountant of the Year" Helen Stafford, winner, Richard Just, runner up.

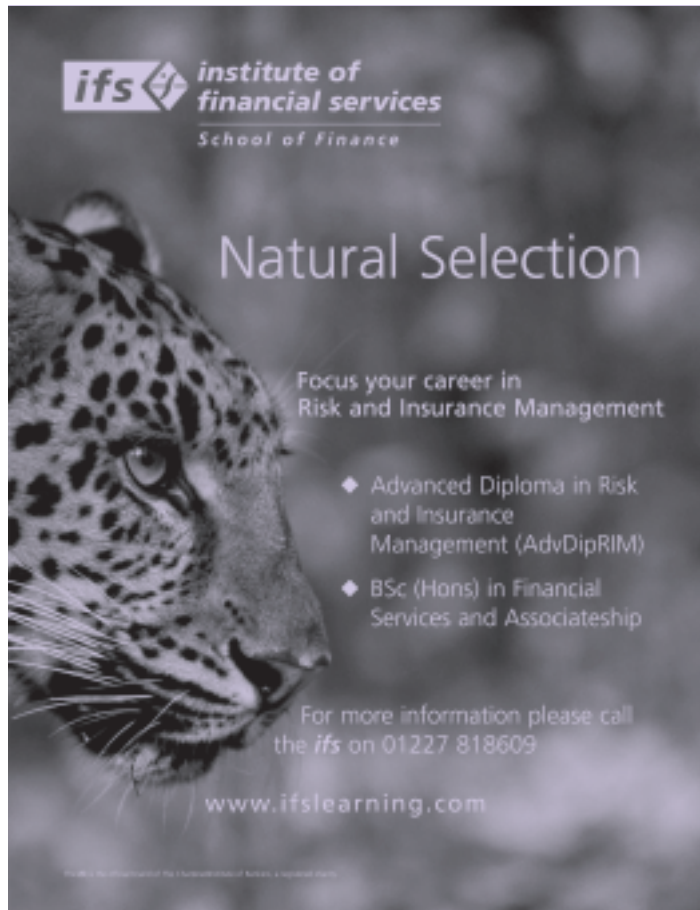
## Knowlden Titlow FS acquires Larking Gowen FS

Knowlden Titlow Financial Services Ltd has acquired Larking Gowen Financial Services following a decision by Larking Gowen to join forces with another Independent Financial Adviser. The decision was based on impending changes in legislation and the planned retirement in March 2006 of Managing Director, John Copeman. Larking Gowen clients will continue to be served by the existing team of advisers and support staff.

## IIP success for Alan Boswell

The Alan Boswell Group, one of the region's largest independent insurance and financial services companies, has been successfully reassessed for its Investors in People (IIP) status. The results mean that it retains IIP status for a further three years. The Group's HR Manager, Graham Littlewood, commented: "Training and staff development has always been very important to the Alan Boswell Group and is an integral part of the business. Recruitment of trained staff is becoming increasingly difficult and continued investment in staff resources is imperative if we are to expand our business."





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## University-to-Business Website

Making it easier for business to get streamlined access to all kinds of support from local universities, a new website has been launched by university-to-business organisation i10.

Using the 'Ask i10' service, businesses can address a question to the group of universities. It is then forwarded to all the Business Development Officers and the one that can help will reply.

i10 represents a number of educational establishments in the region including the University of East Anglia, Norwich School of Art and Design and Anglia Polytechnic University as well as the Open University. The Chairman of i10 is Matthew Bullock, Chief Executive of Norwich and Peterborough Building Society. He commented: "The ease with which business in the region can tap into world-beating expertise is a major boost for any company." Visit [www.i10.org.uk](http://www.i10.org.uk) for more information.



Elizabeth McDonald of Ask i10

## The MoneyCentre Racing sponsorship

For the fourth year running The Money Centre has renewed its sponsorship of local motor racer, Chris Levy. Starting off as Ayrton Senna did in a Formula Ford car, Chris has already won the Classic Formula Three Championship and Class Championship in 2004 with the support of The Money Centre. Mark Alexander, Managing Director, said: "Chris is a talented driver with ambition and dedication. We hope we will raise the profile of racing in the region. It is a sport which attracts lots of people and can help the economy of an area dramatically. We are proud to be able to support home-grown talent like Chris."



## New Marquee

The new Norfolk Suite at Marriott Sprowston Manor is the ideal venue for conferences, weddings, golf events, private dinners, product launches and exhibitions. A fully self-contained permanent fixture, the marquee can accommodate 500 theatre style or 300 for dinner - now there's no excuse for leaving anyone out!

For further information call  
**0870 400 7229**  
[www.marriott.co.uk/nwigs](http://www.marriott.co.uk/nwigs)

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## Foundation Degree in Financial Services

There are vacancies this September on this unique programme designed by the Financial Industry Group in partnership with City College Norwich, the University of East Anglia and Norwich Union.

The Foundation Degree in Financial Services is custom-built to meet the needs of employers in this area's Financial Services industry, by developing skills at a high level, particularly in General Insurance. The programme is a unique combination of academic study at college and practical experience working for you as an employee.

It is an ideal way to develop a member of staff into a managerial position, or if you want to recruit a new member of staff and train them into a professional role. The programme has a planned, co-ordinated approach to training into the profession, and it includes the Diploma of the Chartered Insurance Institute (DipCII).

Each student on the two year programme studies for two days a week, 26 weeks per year at City College's Business School, a Centre of Vocational Excellence in Accounting and Financial Services, and otherwise works as a salaried employee.



There are flexible arrangements available for you as an employer to fit in with your business requirements. If you would like to learn more about the Foundation Degree programme and the benefits it could hold for your business, call Rob Leigh at Business First at City College on

**01603 773380**

or e-mail [rleigh@ccn.ac.uk](mailto:rleigh@ccn.ac.uk)

Studying in the Business  
Centre at City College, a  
Centre of Vocational  
Excellence in Accounting and  
Financial Services.

