

Plenary Host



The Forum will be opened and closed with an inspirational address from **Bryan Dunlop**.

Bryan was taken captive while working on a diamond mine in Angola. Held for four days by UNITA Terrorists, he was then evacuated to Namibia. Within two hours of reaching safety, Bryan was asked to return to civil war torn Angola. He did return, was the only Senior Manager to do so and his whole team followed him back. This choice changed his perspective forever. Bryan believes that when you choose to take action, fear is

replaced with purpose. In essence, when you leap, the net appears.

He harnessed this belief when he set up his own business seven years ago. Since then he has worked with individuals and companies to help them deliver better results regardless of the challenges they are facing. His clients range from FTSE 100 Companies to Managing Partners and Chief Executives. There is one thing they all have in common – a desire to be the best in their chosen field. Bryan will discuss the traits of top performers and reinforce the importance of attitude as well as aptitude.

Women In Business – Membership Benefits:

- Free monthly innovative & topical networking events with key speakers
- Joint events with other business networks
- Facilitated networking at all events
- Information on business training and support programmes
- Free WIB Newsletter - where members can promote their business
- Interactive website with exclusive member areas
 - Members Forum
 - Submit Member Articles
 - Business Information
 - Member to Member Offers
 - An online business directory for members
- Members ezine - an opportunity to promote your business
- “2 minutes of fame” - opportunity to showcase your business at WIB events
- Free distribution of promotional material at events
- Free stands at events
- Networking opportunities with local business owners
- Opportunities for Free PR/Promotion through press coverage
- Free telephone legal advice line from Stewarts Solicitors
- Specialist seminars
- Business Lunches
- Half price membership of the NICCI
- Discounted entry into the IOD

T: 0845 6076041 E: info@womeninbusinessni.com
W: www.womeninbusinessni.com

Event Sponsors



Event Management by **podiem**
a platform for success

WOMEN IN BUSINESS

BUSINESS FORUM 2010

Speed Mentoring

With the Best in Business



Professor Debbie Boyd
CEO, Re3 (Ireland) Group



Teresa Campbell
Partner, FPM Chartered Accountants



Edel Doherty
Chair, Women in Business & MD, Barrhead Travel NI



Nicky Dunn
Executive Director, Odyssey Arena



Heather Farley
Head of Dept of Management, Ulster Business School



Tracy Hamilton
Co-Director, Mash Direct



Cathy McCorry
MD, Grafton Recruitment Ireland



Nikki McQuillan
Co-Founder, The Streat Cafe Franchise



Patricia O'Hagan
MD, Core Systems



Rhona Quinn
MD, Qmac Construction

Thursday 20th May 2010
8.30am – 1.30pm

University of Ulster
York Street, Belfast

Sponsored by



Speed Mentoring

Fresh from America, this speed mentoring event concept gives you the opportunity to benefit from the experience and expertise of female business mentors with a proven track record in their industry or discipline. Each mentor session, lasting around 15 minutes, will accommodate small groups of around 10 people providing you with intimate access to 'Top Tips' and then having your questions answered. You will be able to participate in a total of 5 mentoring sessions, making your choice in advance as to which ones you want to attend. All mentors will provide a brief summary to the whole audience at the end so that you can take wisdom away from those you were not able to spend time with in the individual sessions.

You will experience the following benefits:

- Intimate access to the experience and expertise of the mentors
- Personal insights, which will leave you inspired and ready to take action
- The opportunity to hear what 'rules' the mentors operate by
- The opportunity to hear how successful women deal with the issues that face them
- The opportunity to put your questions to those who have achieved in business

Networking & Exhibition

There will also be ample opportunity for networking at registration, coffee break and during lunch. During these times you will also have the chance to visit the exhibitions stands and to chat to the mentors and Bryan on a one-to-one basis.

Booking

Members – £25 per person

Book via the website at www.womeninbusinessni.com/events

Non-members – £35 per person

Book by emailing info@womeninbusinessni.com

Please note that places at this event are strictly limited to 100 to ensure intimate access to the mentors. Be sure to book your place early so that you don't miss out.

The Mentors



Professor Debbie Boyd
CEO, Re3 (Ireland) Group

Debbie is CEO of the Re3 Group. Working from her headquarters in Armagh, Debbie is also a director of TWS Ireland, the Wilson System, Steam Treatment Technology Company and the Wood-U-Like Group. In 2009 Debbie was named as the NIEA Sustainable Ireland Environmental Leader of the Year in the face of very stiff competition. As well as all of that she still finds time to be a wife, a mother and drive a Harley Davidson! Debbie will share her experience of female entrepreneurialism – the barriers and the attributes.



Teresa Campbell
Partner, FPM Chartered Accountants

Teresa is a partner in the award-winning accountancy firm FPM and she has been recently appointed to head up the firm's new Belfast office. Teresa works with clients from a range of sectors to help them establish targets, monitor performance and support their ongoing business decisions. Teresa will share her own top ten tips to improving profitability. She will look at business 'best practices' to help your organisation survive and become more profitable.



Edel Doherty
Chair, Women in Business & MD, Barrhead Travel NI

Chair of Women in Business, Edel Doherty is the MD of Barrhead Travel NI and on the Council of the Northern Ireland Chamber of Commerce. She has 25 years business and management experience in the travel industry, building a start-up to a multi-million pound travel company. Now having set up on her own Edel is keen to share her experience of small business and in particular her expertise in, and passion for, business development, people management and problem solving.



Nicky Dunn
Executive Director, Odyssey Arena

In the 1990's Nicky Dunn successfully managed the London Arena on behalf of the SMG Group. When the company was awarded the management contract for the Odyssey Arena, Nicky moved to Belfast where she assembled an experienced team and oversaw the fit-out, pre-opening phase and the opening of the venue in December 2000. Since opening, the Odyssey Arena has become Northern Ireland's major venue for concerts, shows and sporting events. The Arena has had a significant impact on life in Northern Ireland; recent studies show that it contributes an estimated 10 million pounds per year of additional spend to the local economy. Nicky will share her thoughts on entrepreneurship.



Heather Farley
Head of Dept of Management, Ulster Business School

Heather Farley is Head of the Department of Management within the Ulster Business School. She heads a team of 21 academic staff, based at the University of Ulster Jordanstown. A native of Co Armagh, Heather initially worked in the food industry, predominately in R&D and Quality Assurance roles. Having returned to the University in 1992 Heather became a Senior Lecturer in Strategic Management. It was in this role in 2007 that she was awarded a Distinguished Teaching Fellowship. Heather has been the Ulster Business School Teaching and Learning Co-ordinator for the last eight years. She will share her expertise on Strategic Management – a vital component in the success of any business.



Tracy Hamilton
Co-Director, Mash Direct

Tracy, together with her business partner and husband Martin, has built their business 'Mash Direct' from the kitchen table in 2004 to a successful international brand. Along the way they have picked up awards from Business Eye and Ulster Bank. Tracy was also the first woman to be elected to the Board of Directors in the Northern Ireland Food and Drink Association. Tracy will share insights and experiences on building a business from scratch to the shelves of multi-nationals.



Cathy McCorry
MD, Grafton Recruitment Ireland

Cathy McCorry is Managing Director of Grafton Recruitment Ireland. The company worldwide has a turnover of multi millions and was initially founded in Ireland over a quarter of a century ago. Cathy has been instrumental in driving this business, both in her former role as CEO and now in her new role as MD. Cathy was a Chartered Accountant before she joined Grafton in 1995 as a Branch Manager. Whilst Cathy has a global perspective, the structure of the business is built on an SME network so she will share her local and international experiences to help grow local business.



Nikki McQuillan
Co-Founder, The Streat Cafe Franchise

In 1999 Nikki and husband Michael opened their first Streat Cafe in Belfast. Their vision was to develop the Streat as the best known and most successful cafe concept to come out of Ireland. They set out to achieve this by focusing on some core business disciplines, namely the importance of customer, brand and excellent people. Ten years on the Streat is one of Ireland's best known cafe brands and has recently been acquired by the

Henderson Group. Nikki will share her thoughts on her 5 business success factors – Customers are King, Focus on Costs, Train Train Train, People Focus and Work Life Balance.



Patricia O'Hagan
MD, Core Systems

Patricia is at the helm of an IT company based in Belfast. Core Systems is the UK leading expert in identity management solutions for high security facilities, and has a user base which stretches across Ireland, the UK, US and Malaysia. Core have featured amongst the winners in the Deloitte Technology Awards from 2005 – 2008, distinguishing the company as one of the fastest growing technology companies in Ireland. In 2008 Patricia emerged as the winner of the BBC TV series 'Chasing the Dollar' and in 2009 Core represented NI in the British Chamber of Commerce Awards. Patricia will share the principles that have helped her grow an award-winning business.



Rhona Quinn
MD, Qmac Construction

Established in 1982 the Dungannon-based company has developed into one of Northern Ireland's leading building firms and now employs over 30 people. Rhona is responsible for the strategic development of the company and ensuring that best practice is used in the day to day operations. Qmac has invested heavily in getting the right people in place and in managing them to deliver for the client – it is this philosophy, together with the implementation of stringent quality procedures that has led to their success. Rhona will share her thoughts on the ingredients required to succeed in business.