

# BECKENHAM 2024 BUSINESS DAY

Connecting Communities, Cultivating Success



**BEYOND  
BUSINESS**

## PROGRAMME





# Floorplan

workshops and TableTalks rooms accessed from outside



# SCHEDULE

## FOR BECKENHAM BUSINESS DAY 2024

- 10.00 – 10.30 **Registration** and coffee
- 10.30 – 10.35 **Welcome** - Master of Ceremonies  
**Mercedes Yearley**, Founder – Quest Soul Theatre
- 10.35 – 10.45 **Going Beyond Business for 2025**  
**Jane Rogers**, Chair – Beckenham Business Association
- 10.50 – 11.10 **Sam Reardon** – Olympic Medallist
- 11.15 – 11.25 **About the day** - get ready to network - **Mercedes**
- 11.30 – 11.50 **Artificial Intelligence: Cutting through the hype**  
**Tim Cook**, Founder – AIConfident

11.55 – 12.10 **Hello from Sponsors & Exhibitors**

12.10 – 12.45 **Coffee Break, Networking, Workshop and TableTalk**

12.15 – 12.45	Workshop	TableTalk
	<b>How to get your products into a supermarket without Dragons!</b> Adam Womersley – Start Up Bromley	<b>How to make more profit and pay less tax</b> Joanne Bell – Founder, Bells Accountants

12.50 – 13.10 **Nature Connection: How spending time in nature supports our wellbeing and parenting productivity**  
**Julia Packwood**, Founder – Nurturing Wild Ltd

**Beckenham Christmas Lights** - **Samantha O'Neill**

13.15 – 13.50 **Lunch & Networking**

13.50 – 14.00 **Let's Get Moving**  
**Hoss Solim**, Founder – Hoss Sports Therapy

14.00 – 14.10 **Hello from Sponsors & Exhibitors**

14.15 – 14.35 **Rachel Barham & Sarah King** – FSB

14.40 – 15.00 **Peter Taylor & Angela Amponsah** – Judge & Priestley

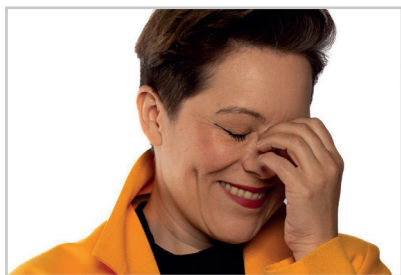
15.00 – 15.35 **Coffee Break, Networking, Workshop and TableTalk**

15.05 – 15.35	Workshop	TableTalk
	<b>Unlocking the Power of Copilot: Cost, Security, &amp; Teams</b> Greg Micallef – MD, Gregory Micallef Associates	<b>Building Resilience For Your Future</b> Lee Lam – Founder, Your Startup Partner

15.40 – 15.55 **Speakers Panel** – Top Take Aways

15.55 – 16.00 **Thank You and Close**

# MEET THE SPEAKERS



## MERCEDES YEARLEY

Quest Soul Theatre

### Master of Ceremonies

Mercedes Yearley has over 15 years' experience teaching young people drama. She has been an actress, writer, director and improviser since she was old enough to walk on stage.

Mercedes created Quest Soul Theatre to help people with their wellbeing. At Quest, we believe in improving stagecraft, building community and supporting good mental health.

Mercedes will be our Master of Ceremonies for the day, introducing speakers and keeping everything to time.

[www.questsoutheatre.co.uk](http://www.questsoutheatre.co.uk)



## JANE ROGERS

Chair, Beckenham Business Association

### 'Going Beyond Business for 2025'

Jane Rogers, AKA The Word Wizard, is a content writer, trainer, speaker and marketing specialist with over 25 years' experience helping small businesses write compelling content to attract the right clients. She has been Chair of Beckenham Business Association since 2021.

Jane will welcome us to Beckenham Business Day and talk about how we can collectively help each other to go Beyond Business as we head into 2025.

[www.janerogerspr.co.uk](http://www.janerogerspr.co.uk)



## SAM REARDON

### 2024 Olympic Bronze Medallist

Dubbed the 'Unexpected Olympian' by the media, Sam Reardon rose to fame this summer when he brought home 2 bronze medals from the Paris Olympics, for the 4x400m mixed and 4x400m men's relays.

A local athlete who went to Langley Boys' School, Sam runs for Blackheath and Bromley Harriers, is coached by Nigel Stickings, supported by Hoss Sports Therapy, and runs 400m and 800m distances.

Sam will share his story of how he made it to Paris, with the support of his local team.

[@sam\\_reardon07](https://twitter.com/sam_reardon07)



## WORKSHOP ONE

### Adam Womersley

### Start Up Bromley (Sponsor)

Start Up Bromley has asked one of its members Adam Womersley, to run today's workshop. Adam, who has a background in the food and drink sector, will talk about how he's developed and tested a product (POTINA) and finally got it accepted into a major supermarket. He will discuss some of the challenges he faced and the lessons he learned, including keeping a positive mindset, determination, vision, agility and budgeting, to help other entrepreneurs wanting to get their products into high street chains.

[www.potina.co.uk](http://www.potina.co.uk)

[www.better.org.uk/library/london/bromley/community-support/start-up-bromley](http://www.better.org.uk/library/london/bromley/community-support/start-up-bromley)







### TIM COOK

AIConfident (Sponsor)

#### 'Artificial Intelligence: cutting through the hype'

Tim Cook is the founder of AIConfident, a social enterprise seeking to ensure that the rapid AI transformation is equitable. He combines an extensive AI background with leadership coaching, workshop facilitation and change management, to help organisations approach AI responsibly.

Tim will bring you up to speed on the latest AI developments, giving a balanced and independent view to help you understand the opportunities and limitations and how your business can progress.

[www.aiconfident.co.uk](http://www.aiconfident.co.uk)



### JULIA PACKWOOD

Nurturing Wild

#### 'Nature connection: how spending time in nature supports our wellbeing, productivity and parenting.'

Julia Packwood is the founder and director of Nurturing Wild Ltd, an early-years outdoor education provider and consultancy. With over 15 years' teaching and senior leadership experience in primary and early years education in inner London schools, Julia was part of the tri-borough 'good practice network' which recognised high quality early-years teachers.

Julia brings a fresh perspective about how connecting with nature is beneficial to us all, including the benefits of and tips for being 'un-plugged'.

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



### HOSS SOLIM

Hoss Sports Therapy

#### 'Let's Get Moving'

Hoss Solim is a Sports Therapist, specialising in sports injury rehabilitation, sports massage and performance, and injury risk assessments, based in Beckenham.

He helps people recover and rehabilitate from sports and non-sports related injuries, so that they can get back to being active and performing their best.

Hoss will ensure we don't fall asleep for the afternoon session, by getting us all moving after lunch!

[www.hoss-sportstherapy.co.uk](http://www.hoss-sportstherapy.co.uk)



## WORKSHOP TWO

### Greg Micallef

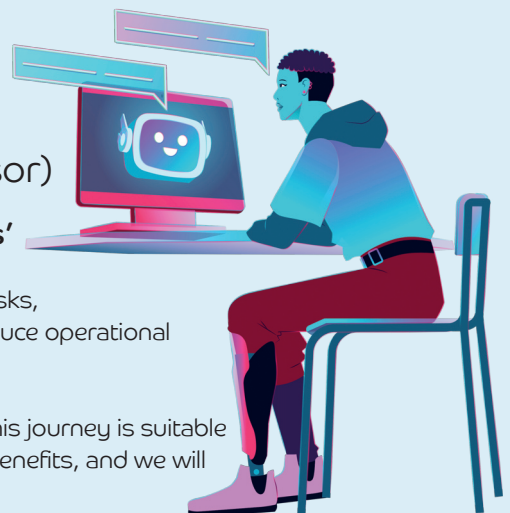
Gregory Micallef Associates (Sponsor)

#### 'Unlocking the Power of Copilot: Cost, Security and Teams'

Copilot is used by organisations large and small to automate repetitive tasks, streamline workflows, improve personalised customer interaction and reduce operational inefficiencies, increasing productivity and profitability.

This workshop will provide you with the information needed to decide if this journey is suitable for your business. We will cover cost implications, securing data, Teams benefits, and we will give you a recorded demo of Copilot in action.

[www.gmal.co.uk](http://www.gmal.co.uk)





# MEET THE SPEAKERS



**RACHEL BARHAM  
& SARAH KING**

## Federation of Small Businesses

Established 50 years ago to help members succeed in business, the Federation of Small Businesses (FSB) is a non-profit making and non-party political organisation that's led by its members, for its members.

Rachel will talk about the benefits of FSB membership, and Sarah, FSB London's development manager, will enlighten us about developments in the small business landscape.

[www.fsb.org.uk](http://www.fsb.org.uk)



**ANGELA AMPONSAH  
& PETE TAYLOR**

Judge & Priestley

## 'Legal aspects you might not have considered for your business'

Judge and Priestley are a well-established firm of solicitors with offices in Beckenham, Bromley, Sidcup and Blackheath. Their solicitors can assist with a wide range of services for businesses including buying and selling a business, commercial property, employment, commercial contracts, terms and conditions and franchising.

In their joint talk, Peter will cover Lasting Power of Attorney for business owners and Angela will speak about taking business assets into account when going through a divorce.

[www.judge-priestley.co.uk](http://www.judge-priestley.co.uk)







# TableTalks

These are a new addition to our programme for 2024. With a smaller number of participants than our workshops, each will be encouraged to take part in the round-table discussion on the relevant topic.



## TABLETALK ONE

**Joanne Bell - Bells Accountants**

**'How to make more profit and pay less tax'**

Recognised as Kent Woman in Business in 2019 and one of the 'Top 50 Women in Finance' in 2021, Joanne is an expert in supporting high growth businesses to ensure they remain profitable and meet their targets.

In this session, Joanne will share her top five tips to make more profit and encourage a discussion around business growth.

[www.bellsaccountants.co.uk](http://www.bellsaccountants.co.uk)

**Bells**   
Accountants



## TABLETALK TWO

**Lee Lam - Your Startup Partner**

**'Building resilience for your future'**

With the mission to build a strong startup democracy, Lee Lam has over 24 years' experience within financial services, working as COO and Chief of Staff, alongside running a coaching practice and her consultancy, Your Startup Partner.

What does it take to run your business now to make sure it still exists in the future? How much do you have to predict what is likely to happen, and how much do you prepare for the unknown? In this Table Talk, we will discuss the mental and practical tools needed to build resilience into your business.

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

 Your  
Startup Partner



# MEET THE EXHIBITORS

## ANDREW COPELAND INSURANCE (Sponsor)



Established in 1977, Andrew Copeland Insurance is a professional firm of insurance consultants specialising in the UK and overseas, working closely with leading underwriters. We believe in building through excellence, and we are constantly working to improve our range of products and develop new ones. We aim to provide affordable, quality insurance and a first-class service for the entire life cycle of a policy.

[www.andrewcopeland.co.uk](http://www.andrewcopeland.co.uk)

## BARCLAYS BANK



Meet Reema Bhanote, your Barclays Local Specialist, who offers free events on financial wellbeing through Barclays Eagle Labs, Life Skills and Digital Wings. Find out how Barclays can support your community and help your business grow.

<https://labs.uk.barclays/>

## BIGOH COACHING



Bayo specialises in empowering business leaders to achieve their professional goals through tailored coaching programmes that enhance leadership skills, problem-solving abilities, and overall performance. His approach combines commercial acumen with insight into human potential to achieve measurable business outcomes.

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

## COGITO IT



Cogito IT is a local tech company specialising in helping SMEs to start-up and grow by getting the best out of their technology. We supply Google Workspace and Microsoft 365 and make them safe, using advanced protection and back-up systems, alongside cyber security advice for employees.

If you are a start-up and need the right advice to build your business and not worry about your technology, then give us a call.

You will find us friendly and approachable. We can help with antivirus, networking, firewalls, VPN, Synology NAS, remote support, PC & Macs, disaster recovery and cyber security.

[www.cogitoit.co.uk](http://www.cogitoit.co.uk)

## FEDERATION OF SMALL BUSINESSES



As experts in business, the FSB offers its members a wide range of vital business services including advice, financial expertise, support and a powerful voice heard in government. Their mission is to help smaller businesses achieve their ambitions.

Local membership advisor for SE London, Rachel Barham, will be on hand to tell you about all the benefits of becoming an FSB Member.

[www.fsb.org.uk](http://www.fsb.org.uk)

## GREENER & CLEANER



Angela Hulm joined Greener & Cleaner in 2020 and was involved behind the scenes before The Hub was opened in The Glades. Angela loans out china, glass and durable plastic party ware, leads eco-friendly talks, hosts Bromley's People, Planet, Pastry and runs accredited climate literacy courses.

Greener & Cleaner has an energy advice project, giving free energy advice talks to groups and 1-2-1 in your home. We also have a Christmas Fair on 23rd & 24th November and we host a monthly repair café in Beckenham.

[www.greenerandcleaner.co.uk](http://www.greenerandcleaner.co.uk)

## GREGORY MICALLEF ASSOCIATES (Sponsor)



In 1992 Greg and his wife Debbie founded GMA. Today, the family-run, award-winning business is one of London's longest established technology partners and is a proud supporter of businesses locally and in the surrounding areas.

With over 42 years' industry experience, GMA work with a wide range of companies and are a trusted Microsoft Partner.

[www.gmal.co.uk](http://www.gmal.co.uk)



## JOHNSON MAY SOLICITORS



Johnson May Solicitors are the safe hands that business and property owners need when they are anxious about getting their invoices paid, dealing with terrible tenants and resolving disputes.

From the minute you start talking, their commitment to serving you in their open and honest communications about costs and risks will help you feel supported.

Regardless of the outcome, you'll know Johnson May Solicitors did all that could have been done.  
[www.johnsonmay.com](http://www.johnsonmay.com)

## JUDGE & PRIESTLEY (Sponsor)



Judge and Priestley are a well-established firm of solicitors with offices in Beckenham, Bromley, Sidcup and Blackheath. We offer a full range of legal services for individuals and businesses.

We can assist with a wide range of services including buying and selling a business, commercial property, employment, commercial contracts, franchising and terms and conditions.

Contact: [info@judge-priestley.co.uk](mailto:info@judge-priestley.co.uk) or 020 8290 0333  
[www.judge-priestley.co.uk](http://www.judge-priestley.co.uk)

## NAANI MAA'S KITCHEN (Sponsor)



Naani Maa's is a family-run business run by vegan culinary expert Sushma Raval from Bromley, Kent. Her Indian heritage and spirituality are central to her life, guiding her to create gourmet spiced cuisines for the mind, body and soul.

Sushma creates magic by adding her modern healthy twist to her family recipes by using her lovingly prepared artisan spices, cashews and spice blends.  
[www.naanimaas.weebly.com](http://www.naanimaas.weebly.com)

## SECURE INHERITANCE LEGAL SERVICES LTD



My role is to make sure everything you have worked for all your life goes to the people you want it to and not to those you don't. I also assist with Lasting Power of Attorney, so you can legally ensure your personal or business bank accounts and health decisions are not suddenly restricted due to illness or accident.

Bromley based, I offer advice on Wills, Lasting Power of Attorney (LPA), Probate, Trusts and Estate Planning, all from the comfort of your home.  
[www.secureinheritance.co.uk/search-adviser/south-east/andrew-larkam/](http://www.secureinheritance.co.uk/search-adviser/south-east/andrew-larkam/)

## START UP BROMLEY (Sponsor)



In partnership with the London Borough of Bromley and the British Library's Business & IP Centre, Start Up Bromley aims to develop a community of new and existing business owners, which is free to join and open to everyone.

They offer insight and access to resources – including workshops, events and walk-in consultations – to help you imagine, start or develop a business.  
[www.better.org.uk/library/london/bromley/community-support/start-up-bromley](http://www.better.org.uk/library/london/bromley/community-support/start-up-bromley)

## YOUR STARTUP PARTNER



As COO and Chief of Staff within financial services for over 24 years, alongside running a coaching practice and consultancy Your Startup Partner, Lee Lam has corporate experience blended with an entrepreneurial approach and strategy.

Her mission is to build a strong startup democracy by breaking down barriers and growing a business into a successful organisation of the future.  
[www.yourstartuppartner.com](http://www.yourstartuppartner.com)

## Why not join Beckenham Business Association?

If you've enjoyed today's event and would like to come to more BBA events, please become a member.

Annual membership costs just £40 a year and gives you access to:

Regular online and in-person networking with other local businesses

Member discounts on tickets to our events and workshops

Annual Beckenham Business Day

Opportunities to speak at events and share your expertise

Training and development opportunities

Member listing on our website

As a member-run association, we encourage all members to help with the operation of the BBA, participating in and supporting our networking and learning activities.

To join, see us on our stand today or visit  
[www.beckenhambusinessassociation.co.uk/join/](http://www.beckenhambusinessassociation.co.uk/join/)  
to download the application form.

We look forward to welcoming you to

# BECKENHAM BUSINESS ASSOCIATION





## Notes

With many thanks to our sponsors and supporters, without whom putting on Beckenham Business Day wouldn't have been possible:



Stay connected, follow us on:

