



February

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JCI Edinburgh Monthly Newsletter



Welcome to 2006

An exciting year ahead!!

Welcome to the 61st programme in JCI Edinburgh. We have been working on an exciting and fun packed programme for the 2006 year and look forward to each of you getting involved.

This year will see some of us travel to Tallinn in Estonia in June to enjoy a JCI European Conference. Have a weekend away with murder, mystery and dressing up in

March. Meeting new people, learning new skills and developing as individuals.

A new board year means a new mix of very talented and enthusiastic individuals and this newsletter will introduce you to each person and each area of chamber. Future newsletters will gradually give more detail on each area to provide you with all the information you need to get the most out of JCI Edinburgh.



Tanya, Kirsty, Jana, Neil and Simon at It's a Knock Out

If you would like to get involved in a team, learn a specific skill or just meet new people then get in touch (lesley_fowler@ejcc.org.uk) and we will help you to find something you would like to be a part of.

We hope you enjoy the programme and we look forward to seeing you all at the events!!

The 2006 Board

Negotiate your way to success!

Date – Mon 27th Jan 2006
Category – Training and Development
Event – Negotiation Skills
Venue – Sheraton Grand Hotel and Spa 6.45pm to 7pm
Contact – Neil Ritchie
neil_ritchie@ejcc.org.uk

objections and in this interactive, fun seminar you will learn how.

Whether you're negotiating a big contract or just encouraging someone to help you, this seminary will bring benefits to your working life, your role in JCI and your personal life. Make it Happen!

Scott Johnston was National President for JCI Scotland in 2004 and is a JCI Certified National Trainer. Scott Johnston qualified as a barrister in 1990 and became a self-employed consultant in 2001. He is an employment law



Scott Johnston

specialist. He gives legal advice, drafts documentation, conducts litigation and negotiates settlements on a daily basis. He believes that negotiation is the art of overcoming objections, by 'seeing the bigger picture', not just taking a one-sided view. When it comes to getting the right result he believes it's up to the individual to 'Make it Happen'.

For more information contact Neil Ritchie on neil_ritchie@ejcc.org.uk

Develop your Negotiation skills

- Understand the subtle art of 'win-win negotiation'
- Understand what the other side REALLY wants
- Use different negotiation strategies for different situations
- Recognize when a negotiation strategy is being used AGAINST you

Negotiation is the art of overcoming

Next Events

Regular updates are available online at <http://www.jciedinburgh.org.uk>

19th Feb - National Council

National Executive and Local Presidents meet to discuss the running of JCI Scotland.

21st Feb – JCI President visit to Scotland.

Join us for a dinner at Howies Restaurant when Lars Hajslund from Denmark will be visiting us. Howies, Waterloo Place, 7pm (2 courses £16.50). Book ASAP

22nd Feb - Charlotte Square Club (Debating)

Join in for a full prepared debate. great for building your communication skills. National Trust Building, 28 Charlotte Square, 7pm.

24th Feb - End of Month Drinks

Join us and bring your friends to the end of months drinks. All Bar One from 6.30pm.

27th Feb - Training and Development

Negotiation Skills from Scott Johnston. Create win-win situations. Sheraton Grand Hotel and Spa, 6.50pm-9pm.

28th Feb - Communities Meeting

Join the communities team who are building links and opportunities with Local Edinburgh based Charities. Anyone is welcome to come along and join in. Cumberland Bar, 6pm.

If you have any queries about your membership or know anybody who wants to join contact: Julie Diver, Membership Director on julie_diver@ejcc.org.uk

Presidents Message

Lesley Fowler, JCI Edinburgh President

people and gain a hobby. Since then I've been blown away by how much I have developed, the skills I've learnt and the friends I've made. I really enjoy being involved in JCI and this year I hope to help you have the same experience.

JCI is fantastic, but you get the most of out it when you get involved. I was on a JCI leadership training course last year and we went to different sides of the room dependent on how we perceived the JCI. The strong difference in views made me realise just how different JCI can appear to each of us. However, I hope that everyone agrees that JCI is an organisation that

provides opportunities and it is up to you, which opportunities you choose to take.

JCI use the slogan "Meet, Learn, Grow". I hope you come to many of our events this year and Meet lots of JCI members. I hope you grab the opportunity to really get to know each other and Learn something from each person you meet. If you do that, then you will Grow in confidence, knowledge, character and skills. I hope you really enjoy being a member and have loads of fun!!

Lesley

Lesley Fowler
President
JCI Edinburgh

How did I get here?

2003
Secretary Burns
2004
Secretary Board
JCI Prime
2005
Project Manager Burns
Senior Vice President
JCI Achieve
JCI European Academy
3 World Conferences
2 European Conferences
4 Scottish, UK, Irish
Scottish, European and
World JCI Awards
Judge
Plus attending most
local activities...



Lesley with Prime buddies in Lausanne.

Welcome to the first edition of 'News' and welcome to your new board. I'm extremely proud and honoured to be leading both the board and our organisation forward this year. I will endeavour to ensure our continued success.

For anyone who doesn't know me, my name is Lesley Fowler and I've been a member for just over 2½ years. Like most people, I heard about JCI by word of mouth and I joined up to meet new



Junior Chamber International Edinburgh
Worldwide Federation of Young Leaders and Entrepreneurs

Katie's VP Experience

Katie shares her experiences:

As a Vice President of JCI, I act as a liaison between the JCI Board of Directors and the National Organisations (NOMs) in 2006. I was elected at the World Congress in Vienna and have been assigned 8 countries – Denmark, Estonia, Finland, Iceland, Latvia, Lithuania, Norway and Sweden.

My remit is to visit all eight NOMs before the end of April. To date I have visited Norway and Sweden in addition to attending the January Board Meeting in St Louis, Missouri.

I am able to help the NOMs I visit by sharing the experiences of Edinburgh – our chamber is now world renowned, having won the Best Chamber in the World three years running. Everyone wants to know the secrets of our success and in the training sessions I have conducted so far the key areas that have been covered are "Planning to Action" "Motivation and Teamwork" and "How to turn around a local chamber".

My role also involves sharing the



JCI Programs which can help to ensure consistent growth and an increased profile in their communities. Edinburgh has already seen the benefits of being involved in programs such as The Outstanding Young Persons Award and the Best Business Plan Competition. I have also been promoting the European Conference, which will be held in June in Tallinn, Estonia, and I hope that many of you will be able to attend it too.

Once again I would like to thank Edinburgh for giving me this opportunity – it is a huge honour to be able to serve the organisation at this level and I look forward to sharing more experiences with you this year.

Katie Ridland

Patron Spotlight

The events we organise and programme we run could not be achieved without the support of our Patrons. We value them and thank them for their support

JCI Edinburgh has 15 Patrons and each of them provide us with unique support and help.

Each month this year we will focus on two companies so you can learn more about them and what they do.

We recommend the services of all our patrons as they are all companies of the highest quality.

For more information see the patrons page of our website: <http://www.Jci.edinburgh.org.uk/patrons>

39steps
Apex Hotels
Dale Carnegie
direction counselling and training
Edinburgh Chamber of Commerce
Enhance training and coaching
Graham Bell Consulting
Greeparka
Marketspan
Sheraton Grand Hotel and Spa
Space Clinics
Stewarts
The National Trust of Scotland
The Town House Company
University of Edinburgh Management School



Immediate Past President

Brian Turnbull

(12 years 4 months)

If you've not heard Brian sing, then you've not been on a good chamber night out!! Brian has been a fantastic Local President and started his year by leading the National Conference team which produced one of the best JCI Scotland National Conferences in the past 10 years. This year Brian is Deputy National President for JCI Scotland and will be a tower of strength, knowledge and support for the new board.



Senior Vice President

Kirsty Regan

(2 years 6 months)

The sassy and very witty Miss Regan is our Senior Vice President (SVP).

Kirsty has been an invaluable member of the board leading a very enthusiastic Burns Supper team who together ran an absolutely fantastic event at the start of this month.

This year Kirsty will be helping to shape JCI Edinburgh into an even better organisation with a stronger product and renowned reputation in the local business community.



Vice President

Angie Cameron

(4 years 5 months)

Angie is great fun and has a big heart as well as a very savvy business head on her shoulders.

Within JCI Edinburgh, Angie has experience of running very successful years in Membership and then in Training and Development. Last year Angie was on the JCI Scotland Executive board as Development Officer for the South of Scotland.

This year Angie brings her knowledge, experience and enthusiasm to help guide and support this year's board.



Vice President and Membership

Julie Diver

(2 years)

Julie is also a highly successful entrepreneur.

She is truly a great networker and her friendly nature and good humour always makes her great fun to be around. Last year Julie transformed the look of our chamber through making our literature fit our image as a professional organisation.

This year Julie will be leading the Membership Team to build on the growth and development of our organisation.

Introducing the 2006 Board

With over 40 years of JCI experience between us...



Treasurer

Richard Davidson

(1 year 2 months)

Richard is a great guy and a financial wiz. His accounting knowledge and business experience will be invaluable this year. He's going to help us to improve our financial strength and develop a dynamic and flexible chamber which can run a number of different projects offering a range of opportunities for our members. He is also going to help us ensure that all areas are run cost effectively ensuring growth and development.



Secretary

Louise Swanson

(1 year)

Louise is lovely, confident and enthusiastic. When Louise joined Junior Chamber it was the softball team, which drew her in. Louise has a great energy which has been greatly appreciated by the Burns Supper Team this year. Louise will also be Project Manager for the TOYP (The Outstanding Young Person of the year) awards which we will again be hosting in Edinburgh for JCI Scotland.



Training and Development

Neil Ritchie

(2 years 5 months)

The International Man of Mystery this year brings you a fantastic and diverse Training and Development Programme. Neil's passion for travel and meeting new people has seen him as International Director for the past two years and as International Director on the JCI Scotland National Board last year as well as Vice President at a local level. Neil has been keen to get involved in JCI training and can now use that knowledge to help you open doors into both local and international training opportunities.



Community

Alastair Davis

(9 months)

Alastair's enthusiasm to get involved and to have fun is infectious. His drive to take the Communities area forward, has created a fantastic team of people all keen to get involved and help give back to the community while building up their own skills and knowledge. This year Alastair is going to identify new projects, new charities and new opportunities for our members. He will also ensure we are giving as much as possible back to our local community.

More on the next page...



International Ada Muirhead

(3 months)

Ada jumped straight into chamber signing up to be International Director on her new members night! She is great fun, a lovely person, very smart and very eager to get into the JCI International scene. Ada's past experience will be invaluable to the board. She plans to have you all attending international events and building friendships with our international friends.



Enterprise Simon Hurcomb

(7 months)

Simon is very smart, confident and enthusiastic. After hearing about our Enterprise area, he was keen to get involved and to lead the projects forward this year. I'm sure with his business knowledge and keen enthusiasm he will inspire the enterprise team to build their own skills while running an amazing enterprise programme this year.



Charlotte Square Club Ali Lynch and Andy McKechnie

(3 years 3 months)

(1 year 3 months)

Ali and Andy are both fantastic characters. They are very confident, funny and kind. I have no doubt that they will run an amazing Charlotte Square Club season, helping each of you to stand up and speak to a group or debate with ease. They both bring fantastic skills and personalities to the board and will help us to provide a great programme.



Social Caroline Jackson

(3+ years)

Caroline, or CJ as most people know her, is a fantastic asset to the board. She brings a great deal of JCI knowledge and experience over from Australia. This year CJ is organising our social events to bring some fun, informal networking and great opportunities our way. In encouraging member to get to know each other she will help to foster friendships and bring some sparkle to chamber life.

Communications (5 years 4 months)

This team might be missing a leader at the moment, but it's certainly not lacking enthusiasm.

We have a great mix of members who are all keen to get involved in different areas of our comms

strategy, including website updates (Tanya), advertising (Emily), media relations (Sally and Kirsty),

marketing materials (Erin and Julie) and newsletters (Lesley).

Notice board

Project Team

Would you like to help Louise organise a great event which awards young people in Scotland who have completed outstanding achievements? Contact Louise on louise_swanson@ejcc.org.uk to join the team. First meeting Thursday 23rd Feb, 6.30pm Cumberland Bar.

Debating

Take part in a full debate to develop your communication skills. 22nd February, CSC, National Trust Building, 28 Charlotte Square. 7pm.

National Conference

JCI Scotland Conference, Aberdeen. £95 early bird until 28 February. Event being held 21st-23rd April 2006.

European Conference

JCI European Conference, Tallin in Estonia. 290 Euro until 1 March 2006.

Contact lesley_fowler@ejcc.org.uk for more information on any of these events

Dinner

Lars Hajslund JCI World President is visiting us on the 21st of February. Book now for the meal at Howies. £16.50 for 2 courses.

JCI Edinburgh Board

Would you like to make up this newsletter? Or would you like to be on the board? There are still 2 positions left. Contact Lesley.

National Board

The National Board are looking for a Development Officer for the South of Scotland and a Training and Development Director. Would you be interested?

Social

Murder Mystery weekend away, 10th-13th March 2006. £60 for two nights accommodation, food and murder mystery game (drinks and pub lunch on Sat not included). Whitmure Hall, near Selkirk.

Thanks

Thank you to Adam and his team in Leeds for helping to give me inspiration for this newsletter.

