



EC2007 Maastricht

JCI European Conference 13 - 17 June 2007

Our JCI friends in Maastricht look forward to welcoming you in June 2007 and are currently working hard to provide a fantastic and enjoyable programme.



If you feel like a trip away next year why not consider attending a JCI Conference?

The Conference Fee is €325 before 13 April 2007. Flights at the moment are around £150 and hotels are roughly €120 per night for a twin.

You can combine making new friends, attending fantastic training sessions and Key Note speakers, parties each night and touring around a new city all at the same time.

The Conference fee covers your food, drink, training and parties and Gala Dinner. There's usually around 2000 JCI members attending.

<http://www.ec2007.nl>

If you would be interested in hearing more about it then please just let [lesley_fowler \(at\) ejcc.org.uk](mailto:lesley_fowler@ejcc.org.uk) know and we will keep you up to date with information about the event or answer any questions you may have.



World Convention 2007 Antalya



JCI World Convention 05 - 11 Nov 2007

If you fancy a trip away later in the year, then how about JCI World Congress in Turkey?

A World Congress is generally larger than a European Conference, it usually attracts a higher number of attendees, and lasts two days longer.

The 2007 World Congress will be held in Antalya in an all inclusive holiday resort.

Antalya City is the biggest tourism resort in Turkey on the Mediterranean Coast.
<http://www.jci-antalya2007.com>

There is sun, sea, nature and the ancient historical sites and some combination of activities, such as, safari runs, paragliding, parasailing, diving, white water rafting, trekking, hiking. But you should also reserve some time for Antalya's world famous shopping facilities and fabulous night life.

The conference fee is €300 if you book before 31st December 2006, and will go up steadily until 11th Nov 2006 when it will be €425. The resort is all inclusive and a twin is €510 for the six nights. Flights are not on sale yet but look to be around €250. JCI Edinburgh normally gives a

subsidy to our members for conferences to help with the costs.

Conferences are a fantastic way to make an international network both of friends and for your business or future in JCI.

Everyone is welcome regardless of how long you have been a member, so please contact [lesley_fowler \(at\) ejcc.org.uk](mailto:lesley_fowler@ejcc.org.uk) if your interested in attending or finding out more info.



Next Events

Regular updates are available online at www.jciedinburgh.org.uk

9th November – Open Evening. If you have friends or colleagues who would be interested in joining why not invite them along to the open evening to hear about us. Apex International, 7pm.

13th – 18th November – JCI World Congress, Seoul South Korea.

15th November – Charlotte Square Club (learning to speak to groups with confidence). Would you like to fly? Introducing the Balloon Debate... 6.45pm St Georges West Church, Shandwick Place.

18th November – Social. A Taste of the Exotic. Lazerquest and dinner. See inside for full details

20th November – Training and Development. Managing Performance, Brian Caie and Robert Davison from SheppardMoscow. 6.45pm Sheraton Grand Hotel and Spa, Festival Square.

24th November – Community, One City Trust dinner, The Hub. Would you like to volunteer to help? Contact [Alastair_davis \(at\) ejcc.org.uk](mailto:Alastair_davis@ejcc.org.uk)

29th November – Charlotte Square Club with guest speaker Scott Johnston of SJ Consulting. Tips on quick thinking and the art of the friendly argument. 6.45pm St Georges West Church, Shandwick Place.

1st December – First Friday Drinks. Eighty Queens Street. 6pm.

7th December – Annual General Meeting and Christmas Dinner. Apex City Hotel, City Suite. Dinner 3 courses for £20.

If you have any queries about your membership or know anybody who wants to join contact: Julie Diver, Membership Director on [julie_diver\(at\)ejcc.org.uk](mailto:julie_diver(at)ejcc.org.uk)

President's Message

Lesley Fowler, JCI Edinburgh President

This month has been very busy and very mixed. I've had some fantastic times with the amazing showcase which Julie and her team ran, bringing 60 people along to hear about our organisation. I enjoyed a fun social with some great people at the ten pin bowling. I also enjoyed meeting some fantastic members at the Scottish Leadership Academy where I loved getting the opportunity to be an outdoor trainer.

Unfortunately this month also brought difficult decisions. After months of working on the JCI European Conference 2009, the team came to the conclusion that this project was not feasible and recommended that we withdraw from placing a bid.

This recommendation with full reasons were passed to the board for full discussion and a final decision at the 6th of November Board meeting. I regret to inform you that due mainly to diminishing support from the membership, no forthcoming financial assistance from local government and the lack of a suitably qualified Conference Director/Project Manager we have decided not to bid to host the European Conference in 2009. The board feels that our time and energy would be better utilised to improve the JCI Edinburgh events and programme and that this is the best decision for our members. I hope you will all support us in this decision and understand that it was not made lightly.

On a positive note, a new year is about to begin bringing with it a new group of opportunities. Kirsty is currently pulling together her team, if you interested in getting involved just let us know. The AGM on the 7th of December will see some of our members receiving awards from this year, a summary of our achievements this year and introduce you to next years board. It will be followed by dinner if you would like to join us in the Apex City Hotel in the Grassmarket. It's only £20 for a 3 course set meal.

See you all at an event soon!!!



Ten Pin Bowling Social



JCI Ireland Convention



Scottish Leadership Academy



Showcase



Lesley

Lesley Fowler
President
JCI Edinburgh



Junior Chamber International Edinburgh
Worldwide Federation of Young Leaders and Entrepreneurs

Patrons

Thank you to all our Patrons:

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Stewarts

The National Trust of Scotland

The Town House Company

University of Edinburgh Management School

MarketSpan.

WEB DESIGN & BUSINESS SOLUTIONS

Marketspan is a web design company based in Edinburgh and was founded in 2000. Our ongoing clients include Appletiser, Scottish and Newcastle, Blue Planet Investment Management, Tennents, the Edinburgh Fringe and a large number of small and medium sized businesses located throughout the UK.

Marketspan's main strength is the provision of bespoke online business solutions efficiently and cost-effectively. We specialise in content, customer and e-commerce management systems, search engine optimisation and managed web hosting. Their Aim is to provide websites to anyone regardless of their size or budget and to continue developing affordable and cutting edge business solutions.

Q: What do you like most about your job?

The fact that each project is different. The fact that we are able to work closely with our

clients, often from the outset of a project, that we are able to see the benefits and have a measurable increase on sales.

Q: Can you describe how your company overcame a challenge?

The most damaging and constant threat we face is late payment and the effect this has on cash flow. This is the hardest challenge facing any start-up. The best thing we did and my advice to anyone in a similar position would be don't be scared to get tough early. Set out your payment terms in advance and then demand payment; make phone calls; visit them and ultimately use debt agencies and legal action. The mistake many start-ups make is not wanting to offend thinking that they can't afford to lose such-and-such a client especially if they are perceived as a "big company". Often big companies are the most guilty with terrible payment records. Bad debtors are a liability no matter who they are. Weed them out and your business will benefit.

Patron Spotlight

Q: What has been your best JCI experience? I was delighted when JCI Edinburgh won best Junior Chamber in the World for the first time in 2003 as Barbara McGuffin was such a well respected President and a good friend. We had a great night celebrating that year's success at the Burn's Night held in the Sheraton Hotel. I'd like to think as patrons we contributed in some small way to helping the Chamber achieve this award.

Q: How can our members contact you?

We are happy to provide expertise and free advice to any size organisation, large or small, no matter how simple or complex the requirements. Please contact Rob Wilkinson on 0131 625 8731 or email rob@marketspan.co.uk. For more details visit www.marketspan.co.uk. Address 20 Arthur Street, Edinburgh, EH6 5BZ. In conjunction with our Chamber Connect Discount, JCI Edinburgh members will receive 30% off any web project. Members will also get a FREE domain name of their choice, FREE email and FREE web hosting for the first year. We will also provide FREE support and maintenance of the website for the first year.

Charlotte Square Club

"Would you like to fly?" and "Quick thinking"

Ali Lynch and Andy McKechnie

St George West Church, Shandwick Place

Wednesday 15th and 29th Nov

6.45pm for 7pm start

'The Balloon Debate'

An evening of fun and laughter guaranteed. Let me explain. Famous celebrities high in the sky in a hot air balloon. That was until the balloon began to descend and weight needed to be lost. **Who goes, you decide!** A crowd to vote the celebs off is essential and we need you. You need persuading? OK the celebs are actually your fellow JC members pretending to be their heroes and fighting to keep their place in the balloon. AND.. there's a fantastic prize for the winner.

Wed 15th Nov 6.45pm

'Quick Thinking'

Just think - we are debating every day, we just don't realise it!

'Quick-thinking' and the 'art of the friendly argument' are essential skills in business and in life.

Come along for hints and tips on how to be a more confident debater whether you are a novice or an expert. 'Having a go' is not compulsory, but we highly recommend 'learning by doing'... Scott is a qualified barrister who runs his own business as an independent Employment Law Specialist and Business Skills trainer.

Wed 29th Nov 6.45pm

Training and Development

"Managing Performance"

Brian Caie and Robert Davison from SheppardMoscow

Monday 20th November

Sheraton Grand Hotel, 6.45pm

The Questions

We're all setting (and being set!) increasingly challenging targets and standards, focused on improving our own, our teams' and our organisations' performance. But how do you manage people's performance to get that extra stretch?

Our Answer

At SheppardMoscow, we believe, in the end, it's mostly about the conversations, not the forms. SheppardMoscow's approach to creating great performance conversations gets to the heart of managing performance directly, authentically, effectively. It is

designed to contribute to the achievement of performance targets by equipping managers to conduct focused conversations that improve people's performance, engagement and productivity. To get a flavour of how to create this kind of courageous conversations, join our Taster Workshop, run by Brian Caie and Robert Davison of SheppardMoscow, for JCI Edinburgh on 20th November 2006.

If this sounds like something you'd like to get involved with, why not send us an email to register your place? Training (at) ejcc.org.uk

JCI Edinburgh Social Taste of the Exotic

18th November 2006

Are you also looking at the glorious Scottish weather and wishing you had gone to Seoul for the World Congress? I certainly wish I was somewhere warmer, but it's nice to be here with all my JCI Edinburgh friends and I'm sure we can have just as much fun – so join us next weekend for some fun, frolics and a little danger as JCI Edinburgh aims to give you a Taste of the Exotic right here in Auld Reekie.

We'll kick off the night at Laserquest on Dalry Road from 7pm to work up an appetite (£4 per game – maximum 2 games). Then, once we have finished shooting all our friends, we can take the short walk on up to Izzi – Japanses and Chinese restaurant on Lothian Road (closest we could find to Korean!) for 8pm. Hopefully, we will hear from our delegation in Korea about whether we should be celebrating or commiserating



and will do either with equal aplomb!

Don't worry if you are a dedicated pacifist and don't want to indulge in a little light hearted chasing in the dark, you can skip the Laserquest and just meet us for the meal at Izzi instead.

Contact Karen to let her know if you would like to come along for the Laserquest, the meal or both.

Looking forward to seeing you there.

Karen
Official Social Butterfly
Karen_manson (at) ejcc.org.uk

Annual General Meeting and Christmas Dinner

7th December 2006, 6.30pm

- Annual JCIE Awards
- Summary of Year
- Vote for new board
- Inauguration of 2007 JCI Edinburgh President
- Summary of plan for 2007
- Christmas Dinner

We hope as many of you as possible will be able to make it along to the Annual General Meeting on the 7th of December and that most of you will then join us for dinner at 8pm in Agua. Agua is the Apex award winning restaurant. We will be having the Christmas set three course menu which is £20 per person (drinks will be separate on the night). To book your place contact louise_swanson (at) ejcc.org.uk as soon as possible.

The AGM will see some of our members winning awards, being elected for next years board, taking on challenges and looking

forward to a great year. Please put the date in your diary now, so that you can make it along to help by giving us your vote on the night.

Awards include:
Best New Member
Best Member
Most Outstanding Achievement
Best Project
Best Board Member
Best Debater
Best Public Speaker
Most Improved Speaker
Best Softballer

The AGM starts at 6.30pm sharp, so please try to be there early. If your renewal is due, please note that you need to pay your fees before you can vote, a cheque on the night would be perfect.



2006 Scottish Leadership Academy



This year's leadership academy was held at Gartmore House in Aberfoyle. Four of our members attended, Simone, Findlay, Helena and Paul. With attendees from 6 countries and a guest trainer, Rune from Norway, everyone had a fantastic time!!

JCI Edinburgh Showcase

Thanks to our fantastic Patron The Apex, we were able to hold a great Showcase event this month. Julie and her team put together an amazing event which attracted 60 young people to hear more about us.



Social – Ten Pin Bowling

Karen and Tanya organised a great night at the Ten Pin Bowling. A group of us went along and had a fantastic time. We were split into two teams, the Bowling Bears and the Galway Sheep, with the Sheep winning!! We then went on for some Pizza and drinks. Great night!!



JCI Ireland National Convention

Alastair, Karen, Tanya, Louise, Lindsay and Lesley all went over to Ireland to help them celebrate their National Convention. We were joined by Gordon, Suzy, Grace and Pam from across Scotland. We all enjoyed a fantastic weekend. We won the friendly tri nation debate and made the most of making new friends.

