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Warren House and The Hammersley Business Connection

Welcome to the second edition of the Warren House and The Hammersley Business Connection newsletter, bringing you news, details of special packages and notice of forthcoming events and articles which we hope you find interesting.

We all face a challenging year ahead. Through the Hammersley Connection Leisure and now the Hammersley Business Connection, we are expanding our activities with our clients and also within the business community in and around Kingston.

We want to show our contin-

ued support and commitment to all our clients, whether you are large corporate or smaller businesses.

This newsletter features a number of our partners. We believe that in this economic climate, our efforts in hosting networking events, forging partnerships and instigating joined up thinking will create opportunities.

We value your support and are continuously looking for innovative ways to extend our value to you as an organisation.

We hope you take advantage of the introductory offers and

No Frills Package that we are offering in the coming weeks.

The Hammersley Business Connection team are preparing a calendar of events that focus on professional development and discussions on current topics that are of interest to us all. This is in conjunction with our networking activities which we organise on a regular basis.

We are working hard to ensure this year is a success and we look forward to seeing you at Warren House soon.

Carolyn Henderson,
 General Manager.

Introductory Offers for Day Meetings & Evening Events

- **Enjoy Early Bird Packages.** Book your day meetings now and enjoy priority dates, special rates and complimentary use of break out rooms and meeting refreshments. Furthermore, book by March 2009 and enjoy fixed day rates until June 2009.
- **Enjoy complimentary drinks and canapés** when you purchase an evening meeting at £30 per person.
- **Benefit from introductory rates** for your first day meeting, off site catering or evening reception - a 30% savings against published prices.

For details, contact Helen Bull or Fiona McIntyre on 020 8974 7048 or at sales@warrenhouse.com.

Limited Availability Winter Rates at Warren House

As budgets are reviewed in light of the current economic climate, We are offering a **Limited Availability No Frills Package** through to March 31st, 2009.

Day Delegate Rate from £40.00 per person to include a sandwich lunch.

Day Delegate Rate from £50.00 per person to include meeting room hire, three servings of tea/coffee and biscuits, buffet lunch, mints, iced water, flipchart, wireless broadband, organisers confer-



ence kit and use of the leisure facilities.

Residential Rate from £240.00 per person to include all of the above plus accommodation in a single

occupancy, en-suite bedroom with plasma screen TV, hair-dryer, trouser press, Bose CD system, tea and coffee making facilities, dressing gown, full English breakfast, three course dinner.

Prices are exclusive of VAT at 15%. Rates are subject to availability and valid on new bookings only. For more information or to make a booking please contact Fiona or Helen in Reservations on 020 8974 7048/9 or email sales@warrenhouse.com

St James's Place Partnership Wealth Management

2008 cemented a growing relationship between Warren House and St James's Place Partnership.

We spoke to partners Stephen and Michelle Germain on how they felt this relationship was progressing.

Michelle and Stephen Germain are partners of the FTSE listed wealth management company: St. James's Place Partnership. They were invited to join the Partnership in 2005 and set up their practice in Epsom.

Michelle & Stephen specialise in advising clients on creating and protecting a wealth strategy. At the core of their service is a very unique and distinctive approach to investment management.

"We have been working with Warren House for some years. We first got to know them through their hosting of Business for Breakfast events and networking evenings. Over time we felt there was a natural synergy between us, both in our client focus and the standard and quality of services we both provide."

"Today, it is almost our second office, our haven for reflective thought and business planning. Once a quarter, we spend a day at Warren House, away from our business premises. During that day, we review our business whilst enjoying the surroundings and service, which is

discreet and pre-emptive at all times."

"The House enthral us, time and time again. We especially like the way we are treated by the staff, and our clients express their delight in equal measure. It is very easy to access, and once you are past the gates and into the welcoming hall, stress and worries have been left far behind."

Events

"We host a number of regular events at Warren House. Our calendar includes luncheons and evening events that allow our clients to get an update on investment opportunities and fund manager views."

"In March we are hosting our annual investment lunch. This is an ideal opportunity for clients and their guests to speak directly to the experts to understand more about the unique approach St James's Place Partnership have to investment management."

"Our 2009 calendar includes an April event for business owners on how to create financial independence from their business. In October, we are planning a ladies' event which is linked to the breast cancer month and focuses on guiding women financially, even providing tips. We bring our year to a close in December when we host our annual Christmas drinks for

clients."

Expertise

"At St James's Place Partnership, we work on the basis that one adviser cannot know everything about everything. We therefore each have a chosen area of expertise, where we are committed to excel and advise clients thoroughly in those areas. We frequently do joint meetings with clients to manage all angles of a client's financial position in order to give the best possible



advice."

Their key services include:

- Trust, Estate & Tax Planning
- Managing Investment Funds Proactively
- Utilising ISA Allowances
- Planning for Retirement and Options at Retirement
- Residential and Commercial Mortgages.

St James Place's Partnership offer exclusive benefits to members of The Hammersley Business Connection.

<http://www.warrenhouse.com/HammersleyConnection/offers.php>.



**Michelle Germain,
Partner.
Business and
Retirement Planning**



**Stephen Germain,
Partner.
Estate Planning Services
and Onshore Investment
Advice**

Stephen and Michelle Germain invite you to the annual investment lunch at Warren House on March 4, 2009.

March 4: Managing Your Wealth In Turbulent Times

This is our key event of the year and allows you to introduce your family, friends or colleagues to St. James's Place Partnership and Germain Financial Associates in a relaxed and social environment. We are pleased to have Colin Nelson at this event who will update you on our investment approach

along with a very relevant market and economy update - definitely an event not to be missed! Lunch is provided afterwards with hospitality courtesy of Warren House.

Date: 4 March 2009
Time: 11.30- 16.00 hours
Venue: Warren House,

Speakers: Colin Nelson & David Stainton

For reservations please visit our website or The Hammersley Connection.

<http://www.sjpp.co.uk/gfa/index.html>

Warren House Showcases Commitment to the Environment

At Warren House, we are firmly committed to looking after our wonderful environment. We believe in recycling and it is the responsibility of each individual member of our staff to curb waste where possible.

We were therefore delighted when in 2007 we were asked by CESH, the centre for environmental studies in the Hospitality Industry to trial a newly developed Rocket Composter as part of a six month commissioned study.

The Rocket Composter, manufactured by Accelerated Compost was being introduced to the hospitality sector as a solution for organic waste.

Our trial lasted till the end of that year. We were so impressed with the results, that on conclusion of the trial period, we purchased the system and installed it permanently on our grounds.

Today we are held as a showcase site, with referral links on

the Accelerated Compost site.

Throughout 2008 we were visited by representatives from within the hospitality industry from the UK and also internationally to see for themselves this remarkable composting technology in operation.

The Rocket Composter is specifically designed for the safe and hygienic onsite processing of organic waste. It has been rigorously tested and proven onsite to comply with Animal By-Product Regulations.

In short, it converts waste from our kitchens into garden food which maintains our landscaped gardens.

The system can cope with 1,400 litres of organic waste per week, taking just days to convert the waste into garden food. This waste would normally have been sent to a landfill.

Warren House combine it with waste wood to form the compost.

Head Chef Paul Bellingham said: "The A700 Rocket Composter, (pictured below), serves Warren House with an alternative to landfill, assisting us in our commitment to our environment. At Warren House we also recycle glass and paper."

Carolyn Henderson, General Manager, echoed those words: "We have a duty of care to our clients and our neighbours. By installing such a system, we are maximising our efforts and benefiting from cost savings."

She continued: "As a 5-star venue, our business centres around the delivery of top services and products. Hand in hand with that quality delivery is the expectation that we are just as diligent in the discharging of waste generated. The system has more than delivered. We will continue in our efforts to investigate ways that will assist us in maintaining our environment."

"The Rocket Composter is another link in our ongoing efforts as an organisation to curb waste and look after the environment."
Carolyn Henderson,
General Manager.



The Rocket Composer, installed and fully operational within the magnificent grounds of Warren House—a visual testament of our commitment to uphold and care for our environment.

Whether we admit it or not, stress is a factor that is all too familiar in our lives. Sometimes we take it in our stride. At other times, it wears us down. This is true especially now, with a credit crunch a recession and businesses to run.

Sue Firth, the charismatic owner of whealth.com has talked about this many a time. Together with her team of experienced practitioners, all with a background in coaching and training, she specialises in working with executives and professionals across all industries.

A business psychologist with 18 years' experience, Sue works closely with an organisation called The Academy for Chief Executives where she has met and worked with many senior people during the past three years. This enhances her personal expertise and gives her an 'inside view' in to the issues and difficulties facing Chief Executives and Senior Executives.

As Sue says: "Coaching isn't like counselling. Counselling is about encouraging individuals to open up and benefit from discussing issues that distress them with a view to repairing past wounds and to heal pain. The process is necessary for some people because they can-

not heal well without it, for example, if they are grieving, but it avoids being prescriptive because the individual is encouraged to talk and thereby sooth their distress."



"Coaching is different. It is a pragmatic and dynamic process; the individual is able to drive it according to their own personality preferences. People come for coaching because they're looking for answers. They want solutions to an issue and coaching gives them that. Prescriptive when necessary, supportive all the time and absolutely bespoke."

Whealth.com will feature on the Warren House networking calendar in the coming months and will also be involved in conference and training related events.

For more details visit www.yourwhealth.com.

The Academy for Chief Executives

The mission of The Academy for Chief Executives, known as ACE, is to "inspire leaders".

The Academy was originally founded in 1995 by Brian Chernet who wanted to create a community of business leaders with a shared vision—a community of CEOs and MDs who are willing to share their experiences, and through trust and support, help each other achieve extraordinary things.

The Academy is made up of a number of groups that meet regularly once a month. The meetings include presentations from expert speakers and interactive sessions where members have the opportunity to draw on the extensive experience of the group and explore and discuss their own business issues.

When it started in 1996, the Academy had just two groups and 23 members. Today it has a membership of over 400 business leaders from across the UK.

Warren House is proud to be a member of ACE and regularly hosts meeting for members and speakers from The Academy. www.chiefexecutive.com



"We are a team of coaches, specialists in stress; health, and well-being. We will teach you simple, pragmatic tools to manage your life and your business."

Whealth.com

Who Is Sue Firth

"Fresh, topical, clearly put across, engaging, absorbing and inspiring..."

This is how Sue Firth is described by her clients. A regular face on morning television as a guest/expert on **ITV:This Morning**, Sue talks about stress affecting our personal and professional lives.

Sue runs Whealth.com which specialises in coaching business leaders and senior executives to reduce stress. As a psychologist

Sue has developed a number of skills, principally, observation and analysis of human behavioural patterns.

Her style is sensitive and down to earth. Her refreshing approach and techniques are unsurpassed.

She is a highly acclaimed international expert and keynote speaker on stress and stress management. She has written a number of articles, as well as producing three c.d.'s on

Stress, Self-esteem and Assertiveness. She recently won a long-service award for 'delivering exceptional value' as a speaker.

She holds a Bachelor of Science and a Masters Degree and is a member of the British Psychological Society, The International Stress Management Association (ISMA) and The Academy for Chief Executives (ACE).



Networking at Warren House

Once again, Warren House is preparing a calendar of networking events with a focus on the present economic time.

Never has networking been more effective as businesses in and around Kingston gather to support local initiatives and discuss opportunities with other professionals.

Local associations and businesses are taking advantage of the current favourable Warren House rates for day meetings and evening events, using the lounge, library or well appointed function rooms.

We have also been busy hosting networking events at Warren House.

In January, our speaker was **Steve Turner** from **Plan2Do**, who strongly believed that businesses shouldn't let recession become their depression.

Our next two events on Tuesday March 10th promise to be quite popular. From 16.00 to 18.00 hours, **Helen Oakwater** is delivering an inspirational two hour interactive

workshop on how to 'Improve your communication powers instantly with non-verbal influencing skills.' 100% no quibble money back guarantee !

Following on is the networking evening, starting at 18.30 hours when **Pradeep Mohile** from **Ology Business Training, a Hammersley Business Connection Partner**, will be presenting an interactive seminar titled 'Why Do People Drive You Mad At Work.' This is a valuable insight into your own, and other people's behavioural styles.

www.ologybusiness.com/pradeepmohile

A Perfect Opportunity

Helen Bull, Sales Manager at Warren House comments that "The response to our networking events is always encouraging, even if the weather is not always so accommodating."

"At this time of economic uncertainty, there is visible support among the business

community in Kingston. And our networking evenings are the perfect opportunity to meet and share thoughts while enjoying the harmonious surroundings."

She continued: "In a very relaxed atmosphere, we can chat over current issues facing most businesses and look for ways in which to extend our Warren House services to provide a solution. Such discussions have led to our **Limited Availability No Frills Packages** on day and residential rates which we are offering at the moment.

We are very active in the Kingston Business Community and this is recognized by the business and trade associations that use Warren House as their meeting venue for offsite board meetings, training sessions and think tanks."

The events cost £15.00 per person and including champagne and canapés. These can be booked online or at Warren House. For further information and to be put on our mailing list, contact Helen Bull on 020 8974 7049 or email helenbull@warrenhouse.com.



"The response to our networking events is encouraging. During this economic uncertainty, there is support among the business community in Kingston. It is the perfect opportunity to network and share thoughts while enjoying the harmonious surroundings."

Helen Bull,
Sales Manager.

The Warren House Staff Challenge: A Walk Up Snowdon

As we announced in the Autumn issue, members and friends of staff from Warren House have accepted a fitness challenge to walk up Snowdon on May 4th 2009. This is being organised to raise money for their favourite children's charity, the Daisy Garland Charity.

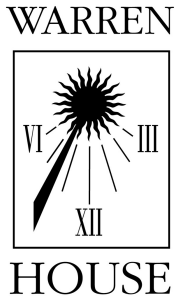
Led by Head Chef Paul Bellingham, training started in earnest in January as they prepared themselves to tackle the 10 mile scenic walk up the Miners Track, returning by the PYG's Track. The team sets off every two weeks and

walks are organised in Richmond and the surrounding areas. The plan is to raise £6000. Walkers are looking for sponsorships to cover their expenses and raise money. It is hoped that friends and guests of Warren House will join in this fund-raising event.

To assist with sponsorship and for further information please contact Helen Bull at Warren House on 020 8974 7049 or email her at helenbull@warrenhouse.com. www.justgiving.com/carolynhenderson-tdg



Training hard : from left Carolyn Henderson, General Manager, Helen Bull, Sales Manager, Paul Bellingham, Head Chef and Norbert Fordan, Duty Manager.



Warren House
Warren Road,
Kingston Upon Thames
Surrey, KT2 7HY

Website: www.warrenhouse.com

Phone: 020 8974 7048

Email: sales@warrenhouse.com

Warren House: Your Trusted and Supportive Partner for Conferences, Training, Events and Private Dining

Warren House is one of the finest meeting venues in Britain, dedicated to excellence in conferences, training, events and private dining. Twice recognised by Johansens as the "Most Excellent Dedicated Venue", at Warren House you will find cutting edge technology, "five star" facilities and a level of customer service that is unequalled by any other venue.

Warren House is perfect for residential or day events. Committed to providing the very best working environment, this beautifully restored 19th Century private house has 10 meeting/conference rooms, and 45 individually appointed bedrooms. Warren House can accommodate anything from a 2 person meeting to a conference for 120. Services include wireless broadband, which covers the entire house and grounds.

Whether you are planning a think tank, strategy or sales meeting, a presentation, product launch, formal reception or a networking event, we have everything you need under one roof. And with parking on-site, your delegates and guests will feel at home from the minute they arrive.

We invite you to join our blue chip clients and enjoy our five star service. Take advantage of our limited availability day and delegate rates and plan your next meeting with confidence.

A Place For Work...A Time To Enjoy



Warren House Outside Catering: The Smarter Way

"I would like to congratulate the team for the highest level of professionalism achieved in every aspect of running a truly world class conference venue. My colleagues and I have been very fortunate to stay at Warren House on several occasions and will continue to return."

Sir William Castell,
Chief Executive,
Amersham plc.

You don't need to be at Warren House to enjoy our superb service, attention to detail and exquisite dining.

Offering the very best in modern British cuisine, in the unmistakable style that is Warren House, we can come to you to provide an unparalleled service with a truly unique, flexible and affordable approach.

Our bespoke menus can be tailored for any palate, size of event, venue and special requirements.

To ensure you have a truly Warren House experience, we offer a full event management service, with our experienced food and beverage management team on hand to ensure that every aspect of your event is a success.

Whether hosting events or entertaining corporate guests, our dedicated team at Warren House will make your event truly exceptional.

For more information or to meet and discuss your ideas please contact Karyn Moore on 020 8974 7116 or email at-

karyn@thehammersleyconnection.com