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### Welcome to our July newsletter

Following our recent recruitment drive, we are delighted to announce the appointment of five new members to our regional board. I am sure you will join me in welcoming Darren Knight, Simon Payne, Simon Biggs, Brett Sainty and Neil England. I will also be interviewing a few more people over the next few weeks then we will be well placed to build our presence across our region.

We are ready to finalise our Social Media strategy and work with the CMI to develop our new Regional web pages which we hope will complement our events.

We are working closely with Keith Richardson CMI Head of Higher Education Partnerships developing our connections with the HE establishments across our region.

We are also planning to appoint at least 2 Student Ambassadors who will sit on our Board and gain valuable experience whilst improving our contact with Higher Education Institutions.

Kind regards,

**Loreen Macklin MCMi FIC**

Chair, Eastern Regional board

**WEBINAR: AN INTRODUCTION TO EMOTIONAL INTELLIGENCE**  
Wednesday 27th July - 12:00pm - 1:00pm



An introduction to emotional intelligence and how you can use this to your advantage in both in your personal and working life to manage and overcome change and uncertainty.

Join us for this webinar with Sharisse Hosein – Founding Director, Psyched Up About Business.

Sharisse will explain that emotional awareness training using cognitive behavioural therapy is a crucial bridge to advanced life and social skills such as overcoming limiting thoughts, developing a new routine to manage change, and uncertainty, as well as set up behavioural experiments to overcome anxiety-related disorders.

**BOOK YOUR PLACE**

## WHAT IS MENTORING?

Monday 22nd August - 9.30am - 11.30am



**Holiday Inn Cambridge, Lakeview,  
Cambridge, CB24 9PH**

Mentoring involves the use of the same models and skills of questioning, listening, clarifying and reframing associated with coaching.

Traditionally, mentoring in the workplace has tended to describe a relationship in which a more experienced colleague uses his or her greater knowledge and understanding of the work or workplace to support the development of a more junior or inexperienced member of staff.

**BOOK YOUR PLACE**

Wednesday 21st September - 12:30pm - 1:30pm



Many workplaces have a work-focused somewhat analytical bias that can leave managers and individuals well versed in the technical aspects of their work but less comfortable with coping with highly sensitive, emotional or personal matters.

As well as the day to day issues of managing performance and occasionally having to dismiss someone at some point in our career almost all of us are going to encounter someone who has just received a diagnosis of a life limiting illness, or who has lost or are losing someone close to them.

**BOOK YOUR PLACE**

## WHAT IS MENTORING?

Wednesday 28th September - 9.30am - 11.30am



**The Assembly House, Theatre Street,  
Norwich, NR2 1RQ**

Mentoring involves the use of the same models and skills of questioning, listening, clarifying and reframing associated with coaching.

Traditionally, mentoring in the workplace has tended to describe a relationship in which a more experienced colleague uses his or her greater knowledge and understanding of the work or workplace to support the development of a more junior or inexperienced member of staff.

**BOOK YOUR PLACE**

Monday 3rd October - 9.30am - 11.30am



**Holiday Inn Ipswich, London Road,  
Ipswich, IP2 0UA**

Mentoring involves the use of the same models and skills of questioning, listening, clarifying and reframing associated with coaching.

Traditionally, mentoring in the workplace has tended to describe a relationship in which a more experienced colleague uses his or her greater knowledge and understanding of the work or workplace to support the development of a more junior or inexperienced member of staff.

**BOOK YOUR PLACE**

**WEBINAR: SPECIALISATION SECRETS AND VALUE PROPOSITIONS**

Tuesday 13th October - 6:00pm - 7:00pm



As a consultant the first step in effectively marketing your services is to get the attention of your ideal clients. To accomplish this, you need to position yourself as an expert and have an effective value proposition that communicates why your ideal client should work with you.

**BOOK YOUR PLACE**

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