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Dear Member,

Welcome to your August newsletter

Within the East Midlands region there are many opportunities to network and increase your knowledge and understanding of today's management and leadership hot topics.

So why not join us by attending one or more of the events below? If you are constantly on the move, take a look at our [CMI regional events](#) across the UK, which you can register for as well.

We look forward to the possibility of extending a warm welcome to you at an event in the near future.

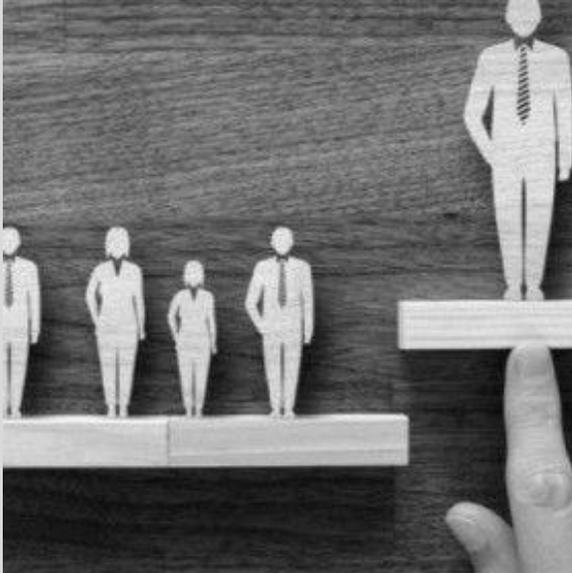
Kind regards,

Nathan Vear CMgr MCMi

Acting Chair, East Midlands Regional Board

WEBINAR - 6 KEYS TO...

Thursday 7th September, 6:30pm - 7:30pm



...Attracting High Value Consulting Clients

During this webinar you will learn:

- How to stop relying on referrals or work through other agencies and brokers to get clients
- The (un)secret to consistent lead generation
- 3 very specific actions you must take to improve your marketing
- 3 additional steps the most successful consultants take to keep their pipeline continuously full

The webinar will conclude with a question and answer session where you will be able to get answers to your most burning questions about acquiring new clients and consulting projects.

BOOK YOUR PLACE

10 SMART WAYS TO RAISE YOUR PROFILE

Wednesday 4th October, 7:00pm - 8:30pm



**Lincoln International Business, School
University of Lincoln, Brayford Pool, Lincoln,
LN6 7TS**

Being your organisation's best kept secret won't get you your next promotion - raising your profile will. For career success, it's crucial that other people know about your achievements, skills and talents - otherwise you'll be watching others land the roles you want.

If you find this a challenge, this event will equip you with the means to be seen and heard that feel natural and comfortable for you to use.

BOOK YOUR PLACE

WEBINAR - INTELLECTUAL PROPERTY...

Monday 9th October, 6:30pm - 7:30pm



Why is it important to you and your organisation?

Do you understand your intellectual property and how to protect it? With speakers from the UK Intellectual Property Office, this webinar will help sole practitioners and SMEs as well as larger firms become more aware of trade marks, copyright and how not to breach the IP of others.

This webinar will give an overview of the main areas of IP, the costs, IP overseas, and the impact of intellectual property on individual consultants and SMEs.

BOOK YOUR PLACE

WEBINAR - TIME MANAGEMENT - TAKING BACK CONTROL

Wednesday 22nd November, 6:30pm - 7:30pm



Do you constantly feel that there is too much to do and too little time? Do you feel frustrated about the ever-increasing demands from your employer or manager?

'Always on managers' are now working 29 days extra per year and are suffering rising levels of stress according to the CMI's Quality of Working Life study. This is the equivalent of cancelling out an employee's minimum holiday entitlement of 28 days.

Peter Fisher CMgr will lead a CPD webinar on Time Management – Taking Back Control, featuring tips and techniques to 'help take back control and enhance your productivity and wellbeing'.

BOOK YOUR PLACE

WEBINAR - MENTAL TOUGHNESS & PERSONAL RESILIENCE

Tuesday 5th December, 6:30pm - 7:30pm



Improve your mental toughness and personal resilience in this webinar. Team building and leadership development company AQR International and a panel of experienced managers and practitioners will explore the importance of these attributes and the need for organisations to support them.

This CPD event is being developed with the Chartered Institute of Public Relations (CIPR) Local Public Services group and the CMI's Southern region.

The event follows on from research by the CIPR LPS group and Manchester Metropolitan University in 2015-2016 which highlighted personal resilience as a key attribute for communicators and senior managers.

BOOK YOUR PLACE

Click here to view all

EVENTS

coming up soon in your area



CMI, Management House, Corby, Northants, NN17 1TT
t +44 (0)1536 207307
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