



# HAVE YOU HEARD THE LATEST?

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Dear Member,

## Welcome to your August newsletter

Within Northern Ireland 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

**David Sales CMgr FCMi**

Chair, Northern Ireland

## DATE FOR YOUR DIARY

**18th October 2017** – Following the success of our 2016 CMI Regional Conference Event, held in the Belfast Harbour Commissioners, we plan another morning event at the same venue on 18th October 2017 with local leaders from agri-food, manufacturing, education and health sectors. Watch out for further details on the website and in future communications. To express an interest in this event, please email [cmievents@managers.org.uk](mailto:cmievents@managers.org.uk)

## LEAD2GROW - DATE FOR YOUR DIARY

**How good are you at handling change? How good are you at leading people through change?**

Everything changes and nothing stands still. The more effectively leaders can manage and lead through change – the more successful the business will be over the long-term.

The **2017 #L2G** to be held on 29 September is co-hosted by Ulster University and Causeway Enterprise Agency features Patrick Dixon, Europe's leading Futurist and one of the top 20 most influential thinkers alive today, as well as Ravi Dua (Global Change), Jill Robb (Origin Digital) and a panel of distinguished local business leaders.

## LINZI CONWAY CMGR MCMC MCIM FCIPD



I am a Chartered Manager, Chartered Manager Assessor, Fellow of CIPD, CIM Chartered Marketer and Quality Assured Enterprise Northern Ireland (ENI) Business Advisor. I have 20 years of experience in Leadership Development and delivering CMI Accredited Qualifications. I set up my own business, Key to Success Consultants, in 2002 specialising in organisational and leadership development, and HR Management. I hold a CAM Diploma in Digital Marketing.

I have extensive experience in growing a diverse range of over 150 SMEs, developing new ventures, transforming underperforming, start-up, companies: this extends to establishing an excellent network of contacts within the business community in Northern Ireland, both offline and online.

My aim as a new Board Member is to use my experience and skills to

- Build the online reputation for CMI Northern thereby engaging better with members regionally and assisting in the promotion of events;
- Utilise my role as the only female CMgr Assessor in NI to help promote Chartered Manager across the Region.

## JOHN MULLHOLLAND CMGR FCFI FCIPD



I have a long association with the CMI as a Member, External Verifier, Chartered Manager and Chartered Fellow. For over 20 years I have owned my own consultancy, PDQ Solutions, which is also accredited as an Approved CMI Centre, offering qualifications up to Level 7 across a range of management and coaching disciplines. I am a fully qualified FE teacher and experienced Investors in People Consultant; have held positions as Chair of CIPD(NI), an IiP Quality Manager and am a past member of the CMI Regional Forum.

During my career as a consultant, I have facilitated success change programmes with hundreds of commercial, public and voluntary organisations ranging in size from micro (1-9) to large (thousands) of employees, both local and international in reach.

CMI is a mature brand that has strong values and my experience is that they “practise what they preach”: they collaborate, treating their colleagues and partners with respect. People, who know me, feel that I have particular strength in connecting people and organisations. I'm delighted to be joining a future-focused Board with such an eclectic mix of people. My goals, whilst on NI Regional Board, are to:

- Help grow CMI membership in Ireland to reflect the diversity of leadership and management in the Region;
- Provide events and services which will help members develop themselves and their career;
- Add value to the NI economy through professionally led and managed business.

## DIRK VAN DER HERIK CMGR FCFI



Dirk van den Herik has over 35 years' experience in the Oil & Gas Industry as an operations manager, startup mentor and company director. During this period, he managed offshore oil and gas production platforms for BP and BG in the UK, as well as onshore oil and gas production facilities in Trinidad & Tobago.

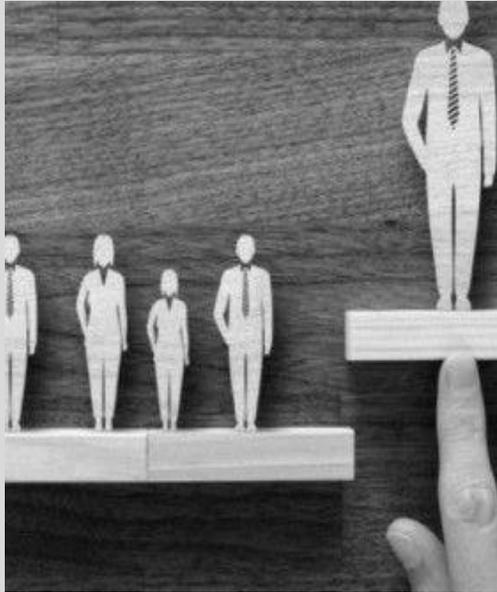
I trained as a Chemical Engineer but also hold a MBA from the University of Ulster and am passionate about renewable energy. I am particularly interested in business process improvement with experience in the use of Lean Six Sigma (hoping for Black Belt this year) and TapRooT, focusing on budget control, business planning, and organisation structure.

My aspirations as a board member for the NI Region of CMI are two-fold:

- To share my industry experience with CMI members and potential members, helping budding managers to increase their knowledge so they can prevent making the same mistakes I made;
- To develop a high-quality network within the CMI, supporting my professional development as an independent in the renewable energy arena.

## WEBINAR: 6 KEYS TO ATTRACTING HIGH VALUE CONSULTING CLIENTS

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



Michael Zipursky, coach to elite consultants and CEO of ConsultingSuccess.com will share how consultants can attract more high-value clients and improve their marketing.

During this webinar you will learn:

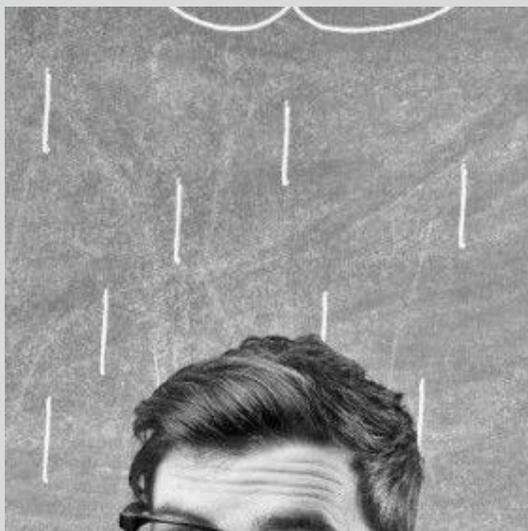
- How to stop relying on referrals or work through other agencies and brokers to get clients
- The (un)secret to consistent lead generation
- 3 very specific actions you must take to improve your marketing
- 3 additional steps the most successful consultants take to keep their pipeline continuously full

Join us to get answers to your most burning questions about acquiring new clients and consulting projects.

**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



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