



# HAVE YOU HEARD THE LATEST?

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Dear Member,

Welcome to your August newsletter

Future Leaders

***The future depends on what we do in the present.*** Mahatma Gandhi

Fifteen years ago, many commonplace things today were unknown to us. Skype was a year away. The iPad was eight years in the future, Brexit wasn't a word and Donald Trump - well he was in a McDonalds Ad.

So, what will the world be like in another fifteen years? People born after the Millennium will be 32 years old and many will be in significant management or leadership positions. What skills and attributes will people need in the workplace? It is probable that jobs will exist that we have never even heard of today.

Part of CMI strategy is to focus on Future Leaders, recognising how essential they are to business and wellbeing as we move forward. In the North West, we are building on this by developing a programme of activity. A programme of activity with the working title 'Futureproofing Future Leaders.'

***We are made wise not by the recollection of our past, but by the responsibility for our future.*** George Bernard Shaw

At the moment, we don't know exactly what our activities will look like, we intend to listen to the views of our members and respond accordingly. What we do know is that we are not going to be constrained by the way we have always done things. We are open to new ideas. If they are ethical and have potential to work then they can be considered.

So, we are going to be focusing on future leaders, this does not mean that we are forgetting the rest of our membership. Far from it, people do not work in isolation. We want to be inclusive, to work in partnership, asking questions such as; How do we best help future leaders develop? How do we create effective environments?

***As we look into the future, leaders will be those that empower people*** - Bill Gates

Another question is; how can our more experienced members get involved and support future leaders? It would be great if we can find ways of making use of the valuable experiences of our wider membership. Many people have things to offer; success stories, lessons learned. I am also hoping that our Chartered Managers and CMI Companions may be willing to get involved, that we can maybe learn from each other and that we all benefit.

One immediate way that you may wish to be involved is by applying for one our Regional Board vacancies shown below. If you can offer a perspective that will benefit Future Leaders then please consider applying.

Please feel free to contact me - or join in the conversations at:

Twitter [@CMINorthWest](#) or LinkedIn [CMI North West](#)

Kind Regards

**Paul Finnegan CMgr FCMI**

Chair, North West Board

## WOULD YOU LIKE TO GET INVOLVED - REGIONAL BOARD VACANCIES

Would you like to be more closely involved with CMI in the North West. We currently have three vacancies on our regional board and are looking for members keen to be involved. The board currently meet once every eight weeks – though most activity will take place between meetings.

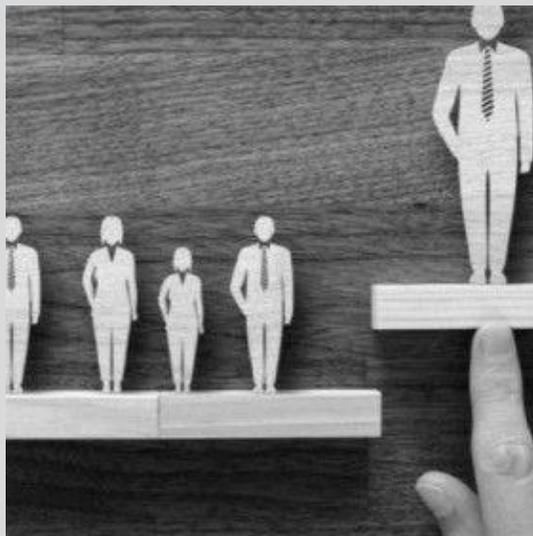
We invite members who can demonstrate a perspective that will benefit Future Leaders. People who won't be inhibited by the way we have always done things and willing to be innovative. Some areas associated with this that we are keen to develop include our approach to social media and the establishment of effective networks to make things happen.

If you are interested in applying then please send a CV along with a maximum 250 word synopsis of how you fit the bill. Applications should be sent to [secretariat@managers.org.uk](mailto:secretariat@managers.org.uk).

Applications close on 21st August 2017 and it is hoped to hold telephone interviews in early September, with successful applicants invited to the board meeting scheduled for the evening of 20th September.

## 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**

## 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 Chartered Management Institute'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 (CMI) 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**

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