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Burgess Hill

BUSINESS PARKS ASSOCIATION

Weekly Newsletter - Every Friday Morning

Opening Remarks

The start of another great year of events

Here's an email reminder of what is coming up in January & February: [Book Events](#)



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Come along to our January Event!

Our January networking event will focus on international trade

We'll have the Department of Business & Trade on hand to explain more about how they can assist you exploring new markets. Also on hand (not presenting), UK Export Finance, assisting you on funding opportunities.

In addition, three other speakers. They all have a brief: to deliver short snappy introductions to various facets of dealing internationally, exploring new markets and opportunities. There will be plenty of time for mingling and networking with other delegates and our presenters.

Agenda for BHBPA's January networking event

Tuesday morning 14th January

- 8.30 - 9.15 informal networking
- 9.15 - 10.15 Presentations
- 10.15 - 11.00 informal networking

Location: Mid Sussex Golf Club, Spatham Lane, Plumpton.

We introduce our speakers below...

Department for Business & Trade

Rob Lewtas from DBT's Exports Directorate

Rob will be explaining more about the massive marketplace that is Asia, and how his team can support you on your journey.



Market insight, intelligence, and expertise on India at this seminar event, exploring this high-growth market. India has become one of the fastest-growing economies in the world, and with the UK Government's announcement of the re-opening of negotiations for the UK-India Free Trade Agreement (FTA) in the new year, the timing for this meeting of minds couldn't be better.

Rachel Watkyn OBE

Rachel is one of the Department of Business & Trade's fantastic and highly esteemed Export Champions, based in Sussex.



Rachel Watkyn OBE, Managing Director
Tiny Box Company

Tiny Box Company is the UK's largest eco-friendly e-commerce gift box company. Founded in 2007 by Dragons Den alumnus Rachel Watkyn, Tiny Box Company was built on the principle that beauty shouldn't be compromised when making ethical consumer choices. With up to 100 employees during peak season, and 10% of their revenue coming from exports, with Europe as the main market.

Exporting has meant growing global recognition for Tiny Box Company, and the drive to reach new markets has led to innovation and diversification into new product lines. Rachel says: *"With greater consumer awareness about climate change, it's more important than ever to keep abreast of new research and help consumers make informed environmentally conscious choices."*

Her top tip for exporting success is: *"Make sure to check the legislation, whether you're shipping locally or across Europe".*

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The UK India Business Council

The UK India Business Council supports businesses with the insights, networks, policy advocacy, services, and facilities needed to succeed in the UK and India.

Our first-hand experience of entering and growing businesses makes us uniquely qualified. We want to share our experiences to help others succeed, whether well-established in India or in the early stages of their engagement.

Working with both governments and other influential and connected partners, we ensure that business interests are conveyed. The UK India Business Council seek to influence decisions that will make it easier for UK businesses to operate in India and vice versa. For those seeking practical advice, our talented team provides a range of sector-specific research, market entry and expansion services that help businesses understand – and take – the opportunities.

For those setting up operations in India, we provide an unrivalled network of government and business contacts, service providers, and our specialist staff to support business success. Our Membership network is at the heart of our support. Through our wide variety of events and our member-only Sector Policy Groups, we enable businesspeople to meet each other, identify potential partners, suppliers and customers, and learn from top business leaders and commentators, including those on our Advisory Council.

UK INDIA
BUSINESS COUNCIL

www.ukibc.com

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enquiries@ukibc.com

UK India Business Council

3 Orchard Place, London SW1H 0BF

Carpenter Box

Robert Dowling will present, bringing along with him Carpenter Box's direct and indirect tax specialists to answer any specialist questions on the day



Robert Dowling



- How to manage exposure to foreign currencies.
- Terms of trade. What the impact can be of various Incoterms on the point at which income is recognised and funds become due.
- Ditto Letters of Credit.
- How to avoid funds being held up overseas by local tax jurisdictions.
- Considerations about setting up local representative offices overseas, and what the practical differences are as compared with selling directly to an overseas wholesaler or via a local agent. Also, the benefits of having their own bonded warehouse overseas.

January Breakfast Networking

Burgess Hill

BUSINESS PARKS ASSOCIATION



Tuesday, January 14th
8.30am - 11.00am

FREE Members only

Non-members can attend one event

International Markets - Asian Opportunities Dept. for Business & Trade with the UK India Business Council



Department for
Business & Trade

Mid Sussex Golf Club: Spatham Lane, Ditchling BN6 8XJ

Guest speakers to be announced soon



Mumbai Skyline

We will have Rob Lewtas from the department's Exports Directorate explaining more about the massive marketplace that is Asia, and how his team can support you on your journey.

Market insight, intelligence, and expertise on India at this seminar event, exploring this high-growth market. India has become one of the fastest-growing economies in the world, and with the UK Government's announcement of the re-opening of negotiations for the UK-India Free Trade Agreement (FTA) in the new year, the timing for this meeting of minds couldn't be better.

Other guest speakers will talk specifically about their experiences developing their businesses by thinking internationally.

**Join us and find out how to expand your horizons
There'll be plenty of networking opportunities before and after our presentations.**

Mid Sussex Golf Club - Networking - 14 January - [CLICK HERE](#)

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SJP Approved 19/12/2024

February Evening Networking

Burgess Hill

BUSINESS PARKS ASSOCIATION



Thursday, February 13th
5.30pm - 7.30pm

FREE Members only

Non-members can attend one event

The Launch of BHBPA Training

Stay after the event to watch the awesome U18s play

Burgess Hill Town Football Club: Maple Drive, Burgess Hill RH15 8DL

Find out more about the training BHBPA now offers from Rewards Training, Cybility Consulting & Sales to Success



The U18s team will be playing at 7.30pm.
It promises to be an exciting match.



Paul Williams
Rewards Training



Michala Liavaag
Cybility Consulting



Julian Clay
Sales to Success

Training is important

We'll start with some informal networking before we hear first from Burgess Hill Town FC's manager and training coach about how he prepares his team for a big match.

We then introduce the range of staff training we'll be providing every month, all taking place at The Kings Centre on Victoria Road. Three of our training partners will explain more about our valuable selection of courses, provided with discretionary pricing to all BHBPA Members.

There'll be plenty of networking opportunities before and after our presentations.

Burgess Hill Town Football Club - Networking - 13 February - [BOOK HERE](#)

BHBPA Training in 2025 - Selling

Fundamentals of Selling & Best Practice Account Management



Julian Clay

Julian has a Psychology and Business Studies degree and was a top sales performer and senior manager in Kodak's Office Imaging division. Since 2001, he has worked for Sales to Success on a number of different types and size of project to help develop and implement successful sales strategies for clients.

His training workshops add value because of them being practical and often based on his own real-life experience. This is in the role of a Sales Executive, Business Development Manager, Account Manager, Sales Manager and Sales Director.

Julian will be offering two specially created courses for BHBPA members:

- Fundamentals of Selling
- Best Practice Account Management



BHBPA Training Partner

BHBPA Training in 2025 - Cybersecurity

Crack the Code to Better CyberSecurity: Transform Your Team in Two Hours

Tired of staff glazing over during security training? Cybility's detective-style CybilityXP Live Level 1 turns reluctant learners into engaged cyber defenders through an innovative detective investigation format.

What Makes Cybility Different

Drawing on 35+ years of collective cybersecurity expertise, Cybility delivers practical learning through gamified detective investigations, interactive quiz tournaments, and real-world simulations. Their H.A.C.C.E.R.™ principles ensure lasting behaviour change by making security training human-centric, active, and engaging.

Real Impact, Real Results

Perfect for teams of 6-15 people, your staff will learn crucial topics like:

- Attacker motivations and techniques
- Practical security behaviours
- Social engineering defence
- Cybersecurity at home

What Our Participants Say

"Ana was fantastic and bright, enthusiastic and made the training good fun. The pace was great and the relaxed atmosphere made it feel more interactive and a safe space for questions."

"Content was delivered in a fun and engaging way - much better than other cyber security training I've attended."

"Great, fun way to learn cybersecurity basics" and "Surprisingly good, time went quite fast".

Measurable Learning Journey

Cybility tracks engagement and knowledge retention through anonymous surveys before, during, and after each session, providing comprehensive analytics for your business's cybersecurity metrics.



Michala Liavaag

Cybersecurity leader Michala Liavaag founded Cybility Consulting after 25 years in IT across government, healthcare, charity and private sectors. She specialises in empowering business leaders with the skills and confidence to tackle cybersecurity challenges through engaging, human-centric training.

A trusted advisor, she serves on the South-East Cyber Resilience Centre Advisory Group and contributes to UK National Cyber Security Centre initiatives.

Michala Liavaag



BHBPA Training Partner

BHBPA Training in 2025 - Leadership

ILM Level 3 Award in Leadership and Management

The ILM Level 3 Award is an accredited qualification suitable for individuals who have management responsibilities, have had no formal training, and wanting to develop their abilities against the company vision or, those new to leadership and management and wishing to develop or improve upon their practical management skills. It is also suitable for aspiring managers, those that are seeking progression in the business and wishing to gain valuable knowledge in the principles of team management.

Delivered at The Kings Centre, at the heart of the Burgess Hill Business Park over three 4 Hour work shop sessions and a minimum period of 12 up to a maximum of 24 weeks including induction, delegates will also have access to online 121 tutorial support between sessions and will be required to complete an assignment at the end of each work shop.

The ILM is a qualification made up of a wide range of units covering core management skills and progression and can be tailored to meet the needs of the employer and individual. The BHBPA in partnership with Rewards Training have selected the following units which we believe to be the most relevant and incorporate the general principles of leadership and management.

- Understanding Leadership – Looking at Leadership styles, positive and negative effect on individual and group behaviour and understand leadership qualities and review own leadership qualities
- Understand How to Establish an Effective Team – Covers the benefits of effective working relationships in developing and maintaining the team, development and maintaining trust and the importance of communication
- Understanding Performance Management – Will cover performance management techniques, setting objectives, setting performance standards and dealing with areas of potential under performance and the importance of feedback

Benefits for Individuals

- Gain a range of key management skills and put them in to practice
- Build individual leadership capabilities, motivate and engage teams and manage relationships confidently
- Develop own leadership and Management skills using own knowledge, values and motivations

Benefits for Employers

- Effective and confident managers, Team Leaders, Supervisors
- Better relationships and communications in teams
- Proven skills – Know it, show it, do it
- Provide employees with the tools to develop their own skills and abilities

An Accredited Qualification

As an accredited qualification the ILM Level 3 Award offers a platform for further development to Certificate and Diploma qualifications at levels 4, 5 and 6 and certificated on completion.



Paul Williams

What people say

- 9 in 10 learners said they were able to apply the leadership and management skills learnt through ILM to their day-to-day job role
- 94% of employers would recommend ILM to another organisations looking to improve leadership and management skills
- 88% of employers say their business was immediately positively impacted by ILM training



BHBPA Training Partner

All Upcoming BHBPA Events

14th January
8.30 - 11.00am

Mid Sussex Golf Club - International Trade
Dept. of Business & Trade & UK India Business Council
Special Guest speaker to be announced soon

13th February
5.30 - 7.30pm

Burgess Hill Town Football Club
The Launch of BHBPA Training courses + networking + after 7.30
see a match with the town's awesome U18s playing

Please book our events on our website

Whether it's an online event, or a site tour at one of our members, or a networking event at a venue. We need to know how many are attending. Spaces can sometimes be limited and we are finding increased demand. So book early!

Book all Events - [CLICK HERE](#)

Closing Remarks

We are keen to hear your stories, awards won, apprenticeships completed, sustainability improvements, your involvement with local schools and all and everything going on in various business parks in and around the town.

Let's celebrate your successes and achievements!

Deadline for copy each week is Thursday noon.

Contact me directly - richard.cox@bhbp.co.uk



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