

Aberdeen Businesswomen's Network welcome you to the



ASB 2010 Annual Awards Dinner and Conference



Conference

"Building on Success"

Date Friday 27th August 2010
Venue Jury's Inn, Aberdeen
Time 12 noon – networking lunch
1pm – 4.30pm Conference

Awards Dinner

(Male and female guests welcome)

Drinks Reception James McKay Hall, University of Aberdeen
Time 6.45pm
Black Tie Dinner Elphinstone Hall, University of Aberdeen
Time 7.30pm - Midnight

Conference Only	£35
Dinner Only	£60
Conference + Dinner	£90
Dinner Corporate Table (10 People)	£600

Entertainment by Ocean's 3
Ocean's 3 are Aberdeen's premiere Rat Pack vocal trio, bringing you the best of Frank Sinatra, Sammy Davis Jr and Dean Martin plus much, much more. Ocean's 3 combine great live music with their own unique off the cuff humour, guaranteeing a great night for all.

Associated Clubs



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The Association of
Scottish Businesswomen
**ANNUAL AWARDS
DINNER AND CONFERENCE**

Building on Success

Jury's Inn and Elphinstone Hall
Friday 27th August 2010



Hosted by
Aberdeen Businesswomen's
Network



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ASB Awards Dinner and Conference 2010 Building on Success -

The 680,000 majority women-owned businesses in the UK generate £45 billion towards the UK economy, however, of the 4.7 million UK enterprises, only 15% are led by women (BERR, 2009). Research shows that women are still under represented in key roles, in spite of the fact that organisations that have high numbers of women in leadership positions gained a return on equity 35% higher than those with fewer women. There are a number of challenges that women identify as hurdles to overcome in business including, balancing work and family, having a peer support network and gaining confidence of investors and bankers.

In our Conference theme for 2010 we have chosen to look at women building on their success in business, providing an opportunity to address and share common challenges whilst providing thought provoking tools which can be applied to achieve successful business outcomes.

Session 1: Leaders in Red Shoes. Creating your toolkit for success

Martha Simpson, Executive Coach will deliver a high energy, participative workshop which is action focused providing lady leaders with a selection of tools to catalyse exceptional results.

- **Challenges and barriers** – fact or fiction
- **Tips and triumphs** – how it can be done
- **Characteristics of successful leaders** – and what is 'successful'?
- **Developing your toolkit** – what you need to have... or develop!

Martha Simpson is an Executive Coach focusing on coaching leaders and business owners, coaching and facilitation with strategic teams, and coaching skills training. Martha runs LadyLeader Retreats, a two day personal development and Spa break for female business owners and women in senior roles. Most recently she has set up an HR Consultancy, Harvey McMillan Associates Ltd, to complement her business



mission of "Creating Excellence from the inside out".

Prior to running her own businesses, Martha worked for more than 20 years in senior roles. She is a highly qualified coach with a number of Diplomas, and a Masters Degree in HRM awarded by Robert Gordon University, where her research was into the impact of coaching on women in senior roles. She is also an accredited NLP Practitioner, and is currently the Head of AC Scotland for the Association for Coaching.

Session 2: Business Success – The Warts 'n' all

The journey to business success is not always easy, or as we plan it. There can be a number of challenges or pitfalls along the way. In an engaging panel discussion our panel of leading women in business will share their experiences – warts 'n' all, how they've dealt with the hurdles, what it takes to achieve success and building on that success for the future.



Judith Thorpe is Director of Thorpe Molloy Recruitment Ltd. In 1997 Judith Thorpe founded Thorpe Molloy Recruitment with her business partner, Karen Molloy, aged only 24.

Their award winning company name has become synonymous with successful entrepreneurialism, exceptional customer service and professionalism. Since start up, the business has extended its services from Accountancy and Financial recruitment to include 5 other specialist divisions Executive, HR, Office Personnel, Legal & Banking and Engineering.

A Yorkshire lass and graduate of Heriot-Watt University, Edinburgh, Judith won the REC Business Leader of the Year award in 2009. Passionate about promoting and supporting entrepreneurialism and young enterprise, Judith is also an ambassador for the Prince's Scottish Youth Business Trust and a regular business speaker.

Laura Sullivan is a highly regarded business professional with a wealth of sales and marketing experience spanning a 20 year period.

Her first major success was as Sales Director with RecruitmentScotland.com which sold to Monster for £9.8m in 2000. Laura has also held Directorship positions with a number of successful global business including Monster and Hudson.

Laura's latest business venture is the development of an innovative email and mobile relationship marketing tool that for the very first time allows businesses to reach an extended network of potential consumers and future employees through customer recommendation.



Karen Farquhar is Chief Executive with local Aberdeen Charity Befriend A Child and has worked in the Voluntary Sector for 14 years. Karen is a very

focused and passionate leader who has overseen an impressive period of expansion both in terms of volunteer numbers and financial stability. Her passion and knowledge of the voluntary sector has enabled her to turn her drive to succeed into tangible results, increasing the volunteer database by 125% and annual turnover by 165% within 5 years. The fundamental key to success has been Karen's emphasis on teamwork ensuring all staff are onboard with the journey to further achievement. Karen was awarded the Queen's Award for Voluntary Service in 2006 and was admitted as Burgess of Guild in 2010.



Awards Host, Anne Bunting, ASB President

Anne has been a member of Perthshire Businesswomen's Network since its inauguration in 1997, serving as Chairperson from 2004 to 2007, and is proud to represent ASB as President. Her career spans many years in administrative roles, field sales and she is currently employed by a tableware distributor as a Sales and Development Executive supplying the hotel and restaurant trade. Her term as President will end in November but she is keen to continue to support ASB as Immediate Past President for the next two years.

She is a qualified Reiki and Emotional freedom Therapy Practitioner and is enthusiastic about personal wellbeing and fitness.

ASB Awards Dinner and Conference 2010 Building on Success -

The Association of Scottish Businesswomen was founded in 1995 to bring together the growing number of clubs for women in business and the professions throughout Scotland. Our members create wealth through their own businesses and contribute to Scotland's prosperity and culture through their managerial and professional skills. The ASB works with government, both local and national, enterprise agencies and businesses around the country to further the interests of businesswomen who are entrepreneurs, corporate managers and in the professions. It also offers access to networking, knowledge and mentoring opportunities across Scotland via the various regional clubs. It also takes advantage of UK and international links as they arise. Members come from many business sectors, age groups and levels of experience and responsibility.



2009 Award winners

ASB Outstanding Contribution to Business Award

This prestigious award was introduced in 2000 to showcase and celebrate achievement among the female business and professional community across all sectors in Scotland. As well as highlighting the increasing contribution of women to Scotland's economic success, the award is aimed at identifying appropriate role models to inspire and motivate others. Previous winners in more recent years have been Ann Rushforth (2004), Anne Mulhern (2005), Pat Denzler (2006), Sylvia Halkerston (2007), Donna Banks (2008) and Linda Urquhart (2009).

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ASB Most Enterprising Business Award

Introduced in 2003 as the ASB Enterprising New Business Award, this is open only to members of clubs and networks under the ASB umbrella. The title was changed to separate these companies from fledgling businesses and to recognise businesses which had been going for more than a few years, who were outstanding in their field. Previous winners include DB Advertising Ltd. (Debbie Bennett - 2005); Interior Motives (Scotland) Ltd. (Julia Neustein - 2006); Les Enfants Nurseries (Denise Barras - 2007), Highland Biosciences (Emma Day - 2008) and Mica Ltd (Susan Mulholland - 2009).

ASB Young Business of the Year

ASB introduced this award in 2006 to fill a gap in the awards suite, appealing both to existing members who find it hard to compete for recognition against more established businesses and to any company not a member of ASB affiliates, who do not qualify under criteria for Most Enterprising Business. Only companies which have been trading for less than three years are eligible to enter for this award. Previous winners have been Aziza (Azmina Ali - 2006); Bertie Brown's (Jane Brown - 2007), Business Medical Ltd. (Linda Bell - 2008) and Cosmetology (Nicola Jones 2009).

ASB Scottish Woman of Achievement

This award honours women who have achieved significant success - who may have broken down barriers or overcome challenges in order to achieve that or who are simply recognised as truly excellent in their field on a national or international basis. By showcasing their achievements, we hope to provide much needed role models who will encourage and motivate women in all areas of business. ASB bestows this annual award on a winner who is Scottish, resident in Scotland and who has made a significant contribution to Scottish life. Winner in 2009 was The Rt Hon Elish Angiolini QC WS.

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ASB Best Business-Charity Partnership Award

The Best Business-Charity Partnership Award was introduced in 2009 to recognise mutually beneficial partnerships between businesses and charities. Winner in 2009 was Eastgate Shopping Centre and Maggie's Highlands.

ASB Employee of the Year Award

NEW! This award is introduced by the Association of Scottish Businesswomen (ASB) in 2010 to recognise an individual who has proved to be an emerging talent within a business.

Awards kindly supported by:

