



ISLE OF MAN JUNIOR CHAMBER OF COMMERCE

Survival Tactics: Taking the Manx Message to the World Presented and Sponsored by ILS Fiduciaries

Venue: The Garden Room, Sefton Hotel. Harris Promenade, Douglas, Isle of Man
Date & Time: Thursday 6 October 2011 – 6.00pm start
Food/Drink: Selection of quality : Evening Buffet
Individual Cost: JCC Members **£12**, Non-members £16

Dear Member,

It is my pleasure to welcome Chris Eaton, Chief Executive Officer of The ILS Group, to present his overview of the importance of finding and exploiting new market opportunities.

ILS Fiduciaries has arranged for some impressive speakers to join Chris in the line-up including, entrepreneur Courtenay Heading, Isle of Man Government Specialist Advisor John Spellman and Director of the Business Development Agency for the Isle of Man Government Tim Craine.

The presentation will examine the need for the financial services industry to market its services further afield, along with the importance of bringing new business into the Island. It will also discuss the Government country strategy and the framework the Department of Economic Development has put in place to support the strategy.

Nothing is more important for any enterprise than to find and exploit new market opportunities. Even when business is robust, there is always the need to hunt for new turf, to guard against the time when a strong product or service category will become static or declining. Skill in finding new market opportunities is the lifeblood of business worldwide.

We are very fortunate to have secured speakers of such experience. Following the presentation there will be an opportunity for questions and answers, followed by a hot buffet and networking opportunity.

The JCC would like to extend its thanks to ILS Fiduciaries for sponsoring and for providing such informed speakers for this event.

Admission is £12 to Members, £16 to Non-members. I look forward to seeing as many of you as possible.

Yours faithfully

Alex Duffy, Chairman

For Events, Info & Membership visit www.jcc.im



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CPD Qualifying

Name: _____

Day Tel No: _____

I would like to book places for the following people:

- _____ (Member/Guest)
- _____ (Member/Guest)
- _____ (Member/Guest)
- _____ (Member/Guest)
- _____ (Member/Guest)

Admission: **£12 Members, £16 Non-members.**
Priority is given to Members

Reply: E-mail to: events@jcc.im
Include the names of members/guests and method of payment where applicable.
or
Post to: JCC Treasurer, KPMG, Heritage Court, 41, Athol Street, Douglas, IM99 1HN

Payment: Electronic payment is our preferred method.

Electronic payment to: Sort Code 20-26-74, Account 30516287
State the **Event & your Name** as ref. e.g. "ILS - Jones"
or
I enclose a cheque for £_____ made payable to IoM JCC

Cancellation: Cancellation notified with less than 5 days to events are not refunded