



Your route to success – secure investment for your business

Do you have a great business idea but need help and money to make it a reality?

Perhaps your business is already up and running but doesn't have the funds it needs to grow and develop?

Maybe you'd benefit from practical advice from someone who knows your sector inside out and is keen to help you?

If you've answered yes to any or all of these questions then signing up to the Routes to Investment Workshops may be the best business decision you'll ever make. The good news is that there is a great deal of financial help available in the North East - if you know where to look.

Previous attendees have benefited from help to refine their business plans, greater understanding of the funding sources available and, most importantly, face-to-face meetings with some of the region's business angels - investors keen to provide financial backing.

The heavily subsidised half-day workshops will be held at Newcastle City Library starting on Friday February 24 2012 and will continue each Friday up to and including March 30 2012.



Routes to Investment Workshops

For further information visit routestoinvestment.co.uk or to sign up for these workshops, please contact Michelle Blow at HFPR Limited on **0191 285 7100** or e-mail her at michelle@hilaryflorekpr.co.uk



Paul Walker



Jeremy Middleton



Fiona Cruickshank

Workshop/Date	Content	Speakers
Introduction & foundation planning 24th February	This first workshop will help attendees identify sources of funding and understand what fund managers and other investors look for when investing.	Paul Walker Chairman, Newcastle Science City Alan Holmes Project Director, NEA2F Jonathan Gold Rivers Capital Partners
Getting to market & winning business 2nd March	This session has been designed to help delegates access the potential market for their product/service and identify successful positioning strategies that support the attraction of investment.	Nicola Cook Founder & Managing Director, Aurora Consulting Hugh Rhodes Director of Innovation, Northumbria University Simon Green Programme Manager, Newcastle Science City
Building and leading an effective team 9th March	The third session will look at how successful teams are built and managed to support business success.	Professor David Johnson Managing Director, Venture to Think Limited
Effective funding, tax and exit strategies 16th March	Financial processes and compliance are the focuses of this workshop which is designed to ensure that attendees have everything in place to secure funding for their business idea.	Fiona Cruickshank Co-Owner & Director, SCM Pharma Stephen Slater Partner RMT
The benefits of legal compliance and protection 23rd March	This workshop is designed to help delegates understand how to establish a robust legal position and covers: company structure and governance; intellectual property protection; licensing and route to market and critical legislation.	Jeremy Middleton Director, Middleton Enterprises Limited Ian Gilthorpe Senior Partner, Square One Law Alan Fletcher Managing Partner, Square One Law
Practice pitches 30th March	The series culminates with an opportunity to practice your business pitch - guaranteed to ensure you leave the workshops with a strong proposition which is ready to sell to potential funders.	Alan Ross ARK Associates

"With the help of the Routes to Investment Workshops we were able to secure six-figure funding for our business."

Roland Glancy
CEO, Radfan

"I not only identified sources of funding but I met a network of people who were in a position to give me practical advice and moral support."

Katharine Paterson
MD, The So To Company

"Through the workshops I'm now in talks with a number of potential investors keen to help me progress my business idea."

Paul Laidler,
Director of Northern Technology Developments Ltd

