

Stepping up to Enterprise – the Adviser’s Role Output from final session

What have you learnt today that has helped overcome concerns that you might have had in advising groups?

Justifying the need for quality management systems

Legal structures

Anything is possible, its just how - the law is not a barrier to trading

What’s appropriate

More understanding of who to go to for support or to signpost people to.

Tools available - website, shouldn’t let gaps in knowledge stop you.

There’s lots of help and tools - no programme being imposed (n a sense there is, but you can do things your own way)

There’s a lot of help and info out there.

Definition of SE doesn’t matter so much - structure vs activity

It’s not an exact science

All sorts of things can be an SE - this can be used to groups’ advantage

I am not alone there is a FAN

Can be any size of group, not just big groups

In an SE there’s a relationship between passion and success in taking it forward. (board)

Current £ issues are short term but SE transformation is medium term.

Still a bit scary!

Not addressed: debate re multiculturalism and sustainability of BME groups

“The law is not a barrier to trading”

“Shouldn’t let gaps in knowledge stop you”

“A lot of help and info out there”

“All sorts of things can be an SE”

“SE transformation is medium term”

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What really good tips have you learnt today about advising groups?

- Offer group / collective support
- Find groups who want the advice
- Get equipped / skilled up
- Look within - what assets do you already have
- Limit your board - the right board
- Know what your good at and do it more
- Partnerships - mutual support - collaborations
- Keep it simple
- Deal with the fear
- It depends! No hard and fast rules
- Has it got legs?!
- Simplicity and toolkits
- Use of tools to help develop ideas
- Talk to the right people in the group
- Be cheeky - ask!!
- Learn from people who have done it
- Mentoring peer to peer
- Branding
- Successful examples

- Share experience - good and bad
- Legal implications
 - Mission related
 - Trading
- Don't feel you have to know everything
- Signposting
- Organise journey - takes time
- Empathy with the client

"What assets do you already have?"

"Partnerships - mutual support - collaborations"

"Deal with the fear"

"Don't feel you have to know everything"

"Organise journey - takes time"

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What else do you need to be able to support organizations to trade?

- Help when advisers get stuck
- Capital asset transfer
- Adviser helpline
- More time
- Funding to provide advice
- Networks
- Teams for business case
- Training - legal structures
- Shadowing
- Sectoral trading information
- Knowledge base
 - Who is out there?
- Signposting / mentoring
- Info on start-up funds
- Toolkit
- Measure progress - culture change
- Change in language

"Help when advisers get stuck"

"Adviser helpline"

"Networks"

"Teams for business case"

"Knowledge base"

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What ideas for VCS trading have been prompted today??

Training
Delinquent after dinner speakers
Charging for funding advice
Recycling or re use of materials
Anything can be traded in a social enterprise way
Food
Community leisure facilities, youth clubs
Payment in kind
More manufacturing
Garden centre - growing food / flowers
Carpentry - commissions from individuals
Café / farm shop
Village hall provide activities and services not just venue hire.
Personalisation

“Anything can be traded in a social enterprise way”