





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 \pounds 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 SF"

"SE transformation is medium term"







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"







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?

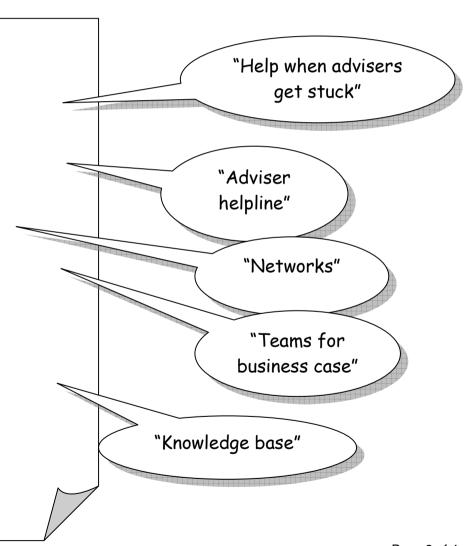
Signposting / mentoring

Info on start-up funds

Toolkit

Measure progress - culture change

Change in language









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"