

## Newsletter – April 2012

### Professional Development Annual Declaration

A reminder to members that if you haven't already submitted your Professional Development annual declaration for the January to December 2011 year that we need to have this in as soon as possible. Just email to [info@imcnz.org](mailto:info@imcnz.org).

### Events

Highlights of regional events since the last newsletter are:

#### Auckland

##### February

We had a very interesting presentation by International SOS who provide a service which runs in tandem with travel insurance and is of particular interest for those who travel for business purposes. This is not just for those who travel to the less common destinations, but for anyone who is a key person within the business and is also relevant for the protection of any travelling staff.

Alex Geraghty and Bryony had some fascinating case studies and illustrated what a broad ranging service they provide. Basically when overseas and the going gets tough, International SOS have people on the ground in all the most unlikely places who can assist with medical, diplomatic and emergency services. Our thanks to Alex and Bryony for sharing their expertise and opening our eyes to what can go wrong and the solutions that can be provided.



Alex Geraghty & Bryony Groves of International SOS, Gordon Shaw (IMCNZ President)

## March

Our speaker in Auckland for March was **Debbie Mayo-Smith**. The consummate professional, despite the moon boot on her damaged leg there was no stopping Debbie from keeping the speaking engagement and we greatly appreciate her commitment to being there for us.

For those who haven't heard Debbie speak she has a wealth of knowledge in relation to maximising technology to our best advantage. Her focus was on the small daily incremental use of systems that in aggregate over a year saves us considerable amounts of time and money.

For instance - how often do you type 'yours sincerely, John Doe'? Why not enter it as part of your email signature? It will save heaps of time when you add up how often you do this. 10+ great tips and how they add more time and dollars to your day. For more info or access to her books visit <http://www.successis.co.nz>



Debbie Mayo Smith accepts a bottle of French wine in thanks.

## Wellington

### March

In March we launched the Victoria University / IMCNZ strategic partnership and held our first joint event with Victoria University acting as venue host. We had 54 attendees which is a great start to this initiative. Notes resulting from the event are below:

#### *What skills do consultants need?*

- Listening
- Bravery
- Discretion
- Insight = observation + experience/intuition
- Fresh thinking
- Knowing what you don't know
- Speed of absorption of knowledge
- "really cool" technical knowledge
- Integrity
- Advocacy

- Communication
- Real world experience
- A good support network
- Empathy
- Ability to document and transfer knowledge
- Relationship building skills
- Risk awareness
- Objectivity
- Independence
- Selling skills
- Negotiation skills
- Pricing and estimation
- Strategic thinking
- Currency of professional expertise
- Understanding internal politics, culture and diversity

***What would people like from these sessions in future?***

- Mentorship for MBA students, to help overcome the entry barrier into consultancy
- Understanding the alignment between an MBA and consultancy
- Hear current management thinking from MBA students
  - Presentations to the group by MBA students and Consultants
- "Hot topic" discussions on topical issues
- Expert panel Q & A sessions on a hot topic
- Debates around current controversial issues
- Build understanding of how MBAs can progress into consultancy as a career
- Facilitate and host debates of interest to the public (as per PG's current discussions).

Watch this space for the next event.

Thanks are extended to the following for their contribution towards the various events:

Hague Consulting Ltd/Phil Guerin	Event Organiser & Refreshments
Mark Horgan	Event Organiser, Wellington
Victoria University	
Morrison Low/David Taylor	Venue Host
Middlebank Consulting Ltd/Alan Win	Refreshments
Key 2 Health Ltd/John Barley	Refreshments

All our speakers and attendees

## New Members

We welcome to the fold new members:

- Tattianna Picoaga (Affiliate)
- Wendy Bruce (Affiliate)
- Peter Leong (CMC)
- James Cowie (CMC)



Wendy Bruce (left) receives her Affiliate Certificate from Suzanne Barley (IMCNZ Secretary)



Peter Leong (left) receives his CMC certificate from Gordon Shaw



James Cowie (left) receives his CMC certificate from Gordon Shaw



Tattianna Picoaga (right) receives her Affiliate certificate from Gordon Shaw

## AGM 18 April 2012

Further to the various notices our AGM is to be held on 18 April and as required by our constitution, **Gordon Shaw** will be stepping down as President after the maximum 2 year term. Gordon's reign has been distinguished by a number of initiatives including the new website, implementation of new revenue streams, initiation of the Consulting Skills Framework.



Gordon Shaw

We wish to take this opportunity to thank Gordon for his motivation and initiative in driving IMCNZ forward in the last two years and look forward to having him on board as Immediate Past President

This week we will be welcoming in Phil Guerin (CMC, Wellington) as our new President. Phil

Moving forward, Phil's initial focus will be to finalise the Consulting Skills Framework. A lot of work has already been completed and now Lillian Lawrence (CSF Team Leader) will be moving forward on this project.



Phil Guerin

Phil Guerin is a director of Hague Consulting Ltd and has been a CMC since August 2008. Phil consults on projects, transactional systems, business processes, cost control and implementing business strategy. He also manages projects and programmes. Phil is a PMP and a certified PRINCE2 practitioner with a strong background in project management and programme management. He is experienced in project review, turnaround of stalled or flawed projects and in project initiation and business case development. Projects managed include server upgrade, a new loans system, HRIS, HRMIS, budgeting, order to pay, workflow, student management systems, CRM and business and property projects.

Phil has undertaken many projects in the Health and Education sectors and clients include Ministry of Health, ACC and DHBs and several Polytechnics. He has completed projects in Banking, Insurance, Publishing, Education and for a range of Public Sector clients. Phil also provides advice on cost reduction and efficiency and effectiveness gains. Advice with scoping, procurement and project initiation is a speciality. Phil is also a mentor for the Project Management Institute mentoring programme.

## Web Advertising

Along with our new website we now have an even more positive platform for advertisers and an increased number of advertising spots.

- \$400 + GST per annum per banner advertisement.

You will notice that the rotating format ensures that the site remains uncluttered whilst giving all advertisers equal exposure.

Should you wish to advertise a non-static product (ie training courses which change each month) we have the ability to alter text as required at no additional cost.

**Consulting opportunities will soon be able to be uploaded to the website by clients for circulation to members** for a fee of \$200 plus GST. In the meantime any opportunities can be emailed to Suzanne Barley [info@imcnz.org](mailto:info@imcnz.org).

If you are interested in advertising please contact the Suzanne Barley [info@imcnz.org](mailto:info@imcnz.org).

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### *Current Council Members*

President, Gordon Shaw	<a href="mailto:gordon@sacnz.co.nz">gordon@sacnz.co.nz</a>
Alan Win, Immediate Past President	<a href="mailto:alan@middlebank.co.nz">alan@middlebank.co.nz</a>
Phil Guerin, Vice President	<a href="mailto:phil@hague.co.nz">phil@hague.co.nz</a>
Geoff Lee, Treasurer	<a href="mailto:Geoff.Lee@xtra.co.nz">Geoff.Lee@xtra.co.nz</a>
Raymond Tan, Auckland	<a href="mailto:mrtan@xtra.co.nz">mrtan@xtra.co.nz</a>
Malcolm Billington, Auckland	<a href="mailto:mbillington@CFOPartners.biz">mbillington@CFOPartners.biz</a>
Lilian Lawrence, Blenheim	<a href="mailto:catsltd@gmail.com">catsltd@gmail.com</a>
David Taylor	<a href="mailto:d.taylor@morrisonlow.com">d.taylor@morrisonlow.com</a>
Suzanne Barley, National Secretary	<a href="mailto:info@imcnz.org">info@imcnz.org</a>