Pulse

Arcedia

Arcedia News - Winter 2009

With Christmas fast approaching and businesses all over the country slowly winding down we at Arcedia have continued to move at 100mph; a testament to the kind of year we have had. With so much success we just don't want it to end. 2009 has not just been about the fun times, the summer rally, Rest & Relaxation weekends, Managers trip to Vegas, Chartered yachts and fast cars it's been about growth, change, the emergence of new leaders and the further development of existing ones; these are people who very obviously intend to play a big part in the company's future, such as:**Pete King (Birmingham)**, this year's Most Valued Person. Not only has his organisation continued to grow in 2009 but he ran the first Rest & Relaxation weekend just for his organisation. The weekend saw 30+ managers, assistant managers, crew mangers, administrators and rising stars head back to Nissi Beach in Ayia Napa, Cyprus for a long weekend in September. Every year we see Pete move a step further. What started as running small crew meetings all those years ago, moved onto morning meetings, to talking at managers meetings and co-running rallies and now to running his own R&Rs. If the talent that was on the beach that weekend is anything to go by then his organization and the opportunity he offers is going to continue to grow well into 2010.

Arcedia managers.

Las Vegas.

Simon Rawding enjoying the sun.

Adam's beach hotel, Ayia Napa.

Pete King & Iton Moyston - Greece 2009

Yacht trip 2009.

2009 also saw **Scott Sullivan, Cardiff Charities manager** continue to push forward and show that commitment to your goals, caring about your people and pure enthusiasm for what we do can pay huge dividends. Scott not only consistently tops the charity division for sales but also opened an office in Croydon in the summer with another one in Newcastle opening in January and two more planned for the spring. Scott also picked up the manager of the year award at our summer Rally whilst, in a display of Cardiff's strength this year the Administrator of the year went to Scott's business administration partner **Emma Fuller.**

Simon Tyack had a great 2009 coming out of nowhere it seemed! Simon was only promoted to management at the end of May this year while we were all in Cyprus the first time round. In the following 6 months he's competed with managers with many years more experience for the number two spot in energy, (No one really came close to Pete!) opened an office in London to add to his Bristol base and pioneered the Energy events division to add a third office to his organisation. Not bad in 29 weeks! We think his biggest challenge is still to come as his first child is due in a matter of hours so good luck to Simon and Abby.

Others have been skating around the edges of greatness, showing the foundation of competition for these three next year. **Simon Ward** and **Marc Stone** in particular spring to mind but with new managers this year promoted into Croydon, Liverpool, Leeds, Wolverhampton, Leicester, twice, London, twice, Bristol twice not to mention the start of energy events in Bristol and Birmingham, we've been busy, easily surpassing last years performance for every single client.

As we look forward to next year we relish the challenge of outperforming 2009 in the same way we have outperformed 2008. With the same great clients as our partners and new household names coming on board in the spring the opportunity for somebody starting in our company is better than it's ever been.

As we travel to offices and meet some of the up and coming trainee managers and crew mangers working hard nationwide it looks like 2010 could see many more offices and perhaps even that long awaited step abroad. Did anyone say France and Australia? You heard it here first!!

PROMOTIONS TO MANAGEMENT

Daniel Wells or 'Ozzie' as he is better known started life with Arcedia in Birmingham, the Scottish Power divisions most successful office so he has had lots to live up to as a new manager in the UK's capital city. We caught up with Dan to find out more.

Coming from Australia, how did you end up at Arcedia?
I was originally a bricklayer. I came over to the UK to play semi professional football. Living in a new country I was in need of money. I found Arcedia and got turned on firstly by the money and then to the opportunity. I know that the opportunity is not just for now and that long term I can take my business back to Australia.

How long have you been with the company?
It's been almost two years. It took me 11 months to get promoted to assistant manager and I opted to learn as much as I could from Pete (the Birmingham office manager) to prepare me for a long career with the company. I've been a manager in London now for just over 4 weeks.

So what have been the highs and lows?
I think not getting to management as quickly as I wanted to be was hard but perseverance definitely paid off and led to the biggest high…Promotion to management and an office in London.

What are your goals for the future?
I think firstly make London a success. Promote someone to fill my shoes and then take everything I have learned back to Oz. and New Zealand and China…the list goes on. I have huge goals for the future.

It has been less than 12 months since Dom Curnock joined Arcedia in Bristol and here we catch up with him as Manager of London Camden after a great year.

So Dom you seem to have achieved a lot in the last 12 months. Is sales something you had done before joining Arcedia?
No I originally worked as a mechanic but the industry was really hit hard by the recession. I saw a job at Arcedia advertised and shall we say the rest is history.

What have you enjoyed most about your time with the company?
It's amazing how driven you can become by money and success. Coming from a different industry it's been great being able to progress rapidly and now I am excited about offering the same opportunity to everyone in my office.

How are things going as Manager of Camden?
Everything is going well, I am learning more and more everyday. We are due to move to a new office in the New Year which is really exciting. Right now I'm busy building a solid foundation to explode into in the New Year

After an extremely successful first 12 months what are you planning to achieve in the next 12 months.
I want to become the number 1 sales office in the division and promote at least two outside deals in London. I know events are getting big in Bristol so I'm looking forward to all of my offices running two divisions and really setting the pace.

Ruhul Amin has recently opened a second division in our Leicester branch. Trained in Birmingham by Pete King he has big goals for his city. We caught up with him to find out more.

What attracted you to Arcedia?
When I first started at Arcedia, I had just finished working for Tesco and was just looking for a job. Sales came naturally to me but I didn't really think of myself as someone who could make potential management. After a while I saw other people getting promoted and realized if they could do it, so could I! It wasn't easy, but I saw it as early commitment for an early gain.

What motivated you to keep working hard?
My family was my biggest motivator, I wanted to make them proud and be able to help them financially. That's what really drove me to succeed.

What are your goals for the future?
My future goals now are to promote the same opportunity to everyone inside my office that I had, it's the only job you will come across where your managers actually want YOU to get promoted more than themselves! As long as you work along side your manager, believe in what they teach you, you will succeed!

What tips could you give to all the aspiring managers out there?
If I could give any advice for anyone looking to make something of themselves, do the basics! Plan prepare and never stop looking for education. Apply what you have been taught and never let anything stand in the way of your goals and dreams. You need to believe to achieve!

'Who's Hot'?!

Iton Moyston – Arcedia Birmingham

Congratulations on your invitation aboard the yacht trip. Did you have a good time?

I had a brilliant time thanks. My invitation was completely unexpected so I was amazed when my name was called out at the rally and I was asked to go up on stage. It's nice to know that the people who call the shots perceive me as to be doing a good enough job to want to invite me. It was really humbling to spend time with the creme de la creme in all areas, sharing ideas and hearing their plans for my involvement in Arcedia's progression in the near future. Very exciting

For those people that are yet to meet you can you tell us a bit about your background with Arcedia?

I work in the Birmingham office along side Pete King. I started in the field the same way as everyone else but rather than running my own office once I got to management we decided (me and Pete) that It would be far more beneficial for the growth of the organisation if I stayed in Birmingham as Pete's right hand man. I got to learn from the best and he got to dedicate the time and attention he needed into developing his organisation and if the size of the organisation now is anything to go by I think it has worked out extremely well.

Am I correct in thinking you're going to be playing a much bigger role in the running of the Birmingham office, What are your plans for the next 12 months?

Yes, Pete will be turning his full attention towards divisional management which means he'll be in other cities a lot of the time so I'll be making sure that Birmingham remains the number 1 location for progression across the company. My goal for the next 12 months is to continue to develop not just as a manager but as someone who provides progression to the people who deserve it and to start taking steps to build my own organisation, most importantly I want to repay some of the faith and belief that Pete and the company have invested in me.

Pete King's R & R Sep 09

After such a fab holiday in May at the 5* Adam's beach resort in Ayia Napa, Pete King decided that he could think of no better place to take his most influential managers, assistant managers and crew managers for yet another long weekend of fun in the sun. Iton Moyston (Pete's right hand man) fills us in.....

After getting into the holiday spirit with a few drinks on the plane we arrived in Ayia Napa mid afternoon on Friday to blistering sunshine. As soon as we got to the resort we dumped our luggage and headed straight down to the pool for a quick dip and a cold beer to refresh ourselves Everyone got together for complimentary drinks in the hotel bar after which we all headed to a local seafood restaurant to get acquainted with the locals and their cuisine.
Friday night was quite tame by comparison to the rest of the weekend we popped into Ayia Napa for literally an hour just to get re-acquainted with the surroundings. After all it had been 3 months since we were there last so we had to get our bearings. Everyone then headed back to Adam's beach for some much needed beauty sleep in preparation for the Saturday's meeting. Bright & breezy on the Saturday morning Simon Morley, Simon Ward, Pete & myself ran a meeting for the rising stars of Arcedia and covered topics including, image, cycle of development stage 6, finishing the job & developing people. After securing the notes from the meeting the atmosphere of the weekend took on a new form. Designer suits & jimmy Choo's were swapped for swimming trunks (Pink Speedos for Simon Rawding our Birmingham Charities manager) & bikinis and we spent the day at the phenomenal Nissi beach. Cliff jumping, jet skiing & best of all.... sat in the crystal clear sea with a beer in hand watching the girls oops sorry world go by.

Later on that day we caught up with all of the weekend's football and headed for a quick powernap before letting ourselves loose on Ayia Napa once again. With so many bars and clubs the bedrock and the castle club to name a few things continued late into the night. With no reason to go home we continued to the famous river reggae club and chilled outside in the clubs pool watching the sun rise.
We got back to the hotel just in time to catch breakfast, not sure what it is about 5 star hotels that overlook amazing beaches but after a quick shower we were back on Nissi beach and making the most of every remaining minute of the trip

Arcedia's Rising STARS

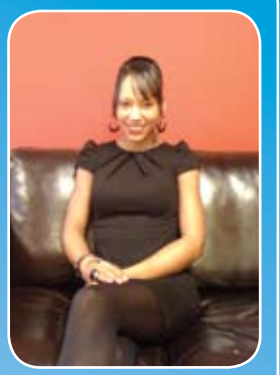
Callum Mason – Assistant manager – Birmingham

My road to Arcedia is pretty much a typical story. I was unhappy trying to make ends meet in the building trade and most of my friends were in the same boat but rather than just settle for it I decided to do something about it and go after the career I knew I could achieve.

I was always ambitious and saw my brother Ryan Mason (Wolverhampton manager) always talking highly of Arcedia and the prospects available and decided I'd love to give it a go.

I haven't looked back since that point. I just look forward to what the future holds. Opening up another office and product in Birmingham with my mentor (Birmingham manager – Pete King. 2010 is going to be HUGE!

Winsome Halsall - Assistant manager Birmingham



At the age of 19 I left university and found a job in catering, where I stayed for 5 years. I was getting very bored and changed career. I trained as a croupier for a year and found the hours, money and slow progression was not for me.

I was looking for a new challenge and was excited to learn, came across Arcedia and was intrigued. At first I was skeptical about the pay structure, however I soon saw how much money people were earning, and how fast they were progressing. I was eager to get promoted.

Getting promoted to assistant management was one of the best days of my life. I believe it was my good work ethics, applying what I was taught and determination that got me promoted.

People always ask about highs and lows but there have not been many lows apart from loosing guys along the way. I have learned a great deal, earned good money, and had a lot of fun whilst doing it, especially on the 2 work R& R holiday breaks in Cyprus.

I plan to get promoted to full management in January, Open an office in Birmingham and win Rookie manager of the year 2010.

Managers Competition 2010

Puerto Banus

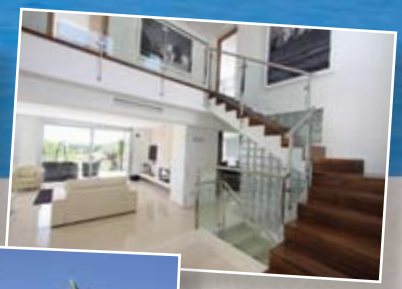
2010 will see Arcedia's most lavish manager's competition to date.

After the huge success of the Las Vegas and Greek Yacht trip this year Arcedia's Puerto Banus competition is ready to start.
It is open to existing Managers starting on the 5th October 2009 and anyone who gets promoted to full management by the 30th January 2010 and you'll have right up to 21st May 2010 to hit the necessary criteria.

These top performers will be flown out to the infamous millionaire's playground for a long weekend of sun, bars, clubs and people watching. Not only that you'll be staying in your own luxurious villa with 20m private pool overlooking the shores of southern Spain.

This year we've also added an extra twist, on arrival you will be greeted by a representative from Blue sky luxury Car Hire and handed the keys to your choice of either, Ferrari, Porsche, Lamborghini or a Bentley GT Continental for your exclusive use over the weekend.

The only question you need to ask yourself is what will you be driving?



FORTHCOMING EVENTS

Saturday, January 30th - 2010 Awards Bash, Birmingham