The Productivity Pulse: Seminar

8:30 (Breakfast & networking) 09:00- 14:00 | 12/11/2025 | La Mare Wine Estate, La Rue de la Hougue Mauger, St Mary, Jersey JE3 3BA I £65

Book now →



Join us for The Productivity Pulse - a half-day seminar designed for small and medium business owners, entrepreneurs, and business development professionals who are ready to elevate their impact and drive meaningful growth.

Book here

This energising event features focused workshops, expert-led discussions, and practical tools to help you work smarter, lead better, and grow stronger.

What to Expect

- Actionable strategies to boost operational efficiency
- Tools to enhance focus, motivation, and team performance
- Real-world case studies showcasing how businesses are leveraging our Better Business Grants
- Keynote Workshops with Jon Watkins and Gaëlle

Deschamps

Jon Watkins, CEO of Resilience Development Company
The Energy Advantage: The Missing Link Between Performance and Resilience

When the pressure's on, most of us respond by working longer hours. But that's a short-term fix that leads straight to burnout. The key isn't managing your time it's managing your energy. In this talk, I'll share **five simple, practical skills** to help you stay productive, perform at your best, and bring that same energy management mindset to your team.

Gaëlle Deschamps
Unlock Your Next Level: 5 Life-Changing Productivity Hacks
Discover five transformational productivity hacks that will help you:

- Feel more energised (without adding hours to your day)
- Work smarter with simple, proven tools
- Stay focused, motivated, and finish what you start.

This isn't about generic advice, it's about real, practical shifts that can change how you show up every day. Bring a notebook, leave with a new mindset, fresh tools, and the momentum to take action.

Why Attend?

- Curious about what the latest productivity survey reveals about workplace performance and potential?
- Want to learn how other businesses have successfully used the Better Business Grant?
- Looking for practical tools and a mindset shift to lead and work more effectively?
- Exploring funding options or scaling your business?

Whether you're refining your strategy or seeking fresh inspiration, this seminar offers the insights and connections to

help you move forward with clarity and confidence.

Agenda
08:30 – 09:00 | Breakfast rolls & networking
09:00 | Seminar begins
12:00 | Working lunch
14:00 | Close

Reserve Your Spot Today!
Spaces are limited - don't miss this opportunity to transform your business thinking and performance.

Let's make productivity feel powerful, not painful.

Who's presenting?

Gaëlle Deschamps

Founder of G Froce

Jon Watkins

CEO of Resilience Development Company

Chris Clark

Chief Executive Officer, Prosperity 24/7

Tim Crowley

Managing Director, La Mare Wine Estates

Kenan Osborne

Director, Magellan Consultancy

Paul Murphy

Chief Executive Officer

Over thirty years of local and global commercial leadership in a number of sectors and across B2B and B2C. The businesses have ranged from owner operator led to AIM and Nasdaq listed global organisations operating in manufacturing, supply chain, technology and retail sectors.

Paul has been supporting Jersey businesses for over 20 years as a B2B supplier and more recently growing one the largest ecommerce operators in Jersey. As CEO of Onogo Paul led the organisation

to double its size, developed the team culture and gained the recognition of the “Jersey Good Business Charter” and was awarded IOD Director of the year “large business” in 2022.

The one thing that Paul has learnt from being in business is…

Expect and enjoy change, it’s key. Acknowledge that we all tackle it differently and that’s the value of diversity in teams and people.

The most important thing on my desk is…

Plan on a page – simplification of the strategy.

When I’m not at work you’ll find me…

Enjoying the wonders of Jersey with my wife and grown up children when they visit.

Rebecca Batten

Head of Service Development

Rebecca has extensive commercial, operational and business development experience from a broad range of sectors including financial services; consultancy; the oil industry; transport, and higher education. Immediately prior to joining Jersey Business, Rebecca led a team of global account managers for the British Council supporting the delivery of professional exams services in over 100 countries.

If there is one thing I’ve learnt from being in business it is…

The importance of authenticity – in your intentions, with others, and yourself.

The most important thing on my desk is…

A large mug of tea! And for those times when I need to really focus on a piece of work, my iPods and an upbeat playlist.

I love working at Jersey Business because…

Definitely the office vibe – the team culture and collective determination to make a difference is palpable.

Lorie Rault

Senior Business Advisor

Lorie has over twenty years' experience in the retail sector in the UK and Jersey. Her responsibilities have included delivering regional motivational training, writing staff development programs, managing multiple sites of large retail stores, coordinating new store openings and the training and development of store managers.

In 2018 Lorie joined the Jersey Retail Association (JRA) as its Chief Operating Officer, established to champion and promote the retail industry. A year later the JRA work was absorbed into Jersey Business and Lorie joined the team as Head of Retail, delivering hands on business support and industry insights for retail business and stakeholders.

In April 2025 Lorie joined the Jersey Business Senior Business advisory team. Her extensive operational experience, along with qualifications as APMG change management practitioner, and a Lean Six Sigma Green Belt, means she focuses on supporting business with practical advice, particularly in streamlining processes creating core goals enabling established businesses to achieve their full potential.

Not many people know

I studied and was involved in musical theatre for many years and gained a distinction in my singing exams.

If there is one thing I've learnt from being in business it is…

Listen to people properly. Learn at all opportunities and be generous with sharing the things that inspired you, worked well or adds value to the conversation.

When I'm not at work you'll find me…

Playing with my kids, working in my garden lifting weights in the gym. I'm a very energetic person but I have learned over many years in complex management positions that "wellbeing" is not a buzz word, we all get super busy, so it is essential to make time to relax, and create some fun at every opportunity.

Jennie Smith

Head of Business Support

Jennie started her career working for various tour operators in the UK, travelling the world meeting hoteliers, negotiating commercial terms for inclusion in their programmes. Switching sides, she then worked for InterContinental Hotel Group (IHG) in their global head office as Director of Distribution and Intermediary Sales for EMEA – this role focused on the group strategy with Online Travel Agents such as Booking.com and Expedia and the negotiation of commercial terms with them on behalf of the 6000 branded IHG hotels.

In 2012 the opportunity arose to relocate from London to Jersey, and with a young family it seemed like the perfect place to be. A passion grew for 'everything Jersey' and with a strong background in Tourism & Hospitality it led to join the team at Visit Jersey as Product Manager, promoting the island to visitors and

working closely on-island tourism and hospitality businesses to maximise their contribution to the visitor experience and to the local economy.

Supporting the sector through the pandemic ignited a passion for working closely with businesses to provide support and advice on a wide range of topics – the move across to the team at Jersey Business was a natural progression.

Her current role, heading up the Business Support Team is driven by a passion for wanting Jersey's economy to thrive. Even a great business can improve, so why not come in to see her and the team to begin that journey?

The most important thing on my desk is…

Tea! In particular, a good cup of Earl Grey.

I love working at Jersey Business because…

I love working at Jersey Business as I have a genuine desire to see industries in Jersey thrive and I love helping people.

When I'm not at work you'll find me…

During the summer months you'll find me barbecuing on one of Jersey's beautiful beaches with family and friends. In the winter we will wrap up warm and do the same.