

TUESDAY 9 FEBRUARY

Sales – How to find them, make them and keep them
10am

Join Business Gateway to get a structured approach that you can use to help find and convert sales for your business. Register [here](#)

Horizon Europe Legal and Finance
10am

This webinar is the second in the series on the Horizon Europe programme. It will help you prepare for its launch, providing an overview of the key legal and financial differences between Horizon Europe and its predecessor Horizon 2020. Find out more [here](#)

Scottish Industrial Energy Transformation Fund competition clinic
10am

This is an open forum to talk to Scottish Government and KTN about project ideas, or to provide clarification on any aspect of the two competitions. More details [here](#)

Meet the pioneers at the heart of communities: shops and pubs
2pm

Join Community Land Scotland and guest speakers from community owned shops and pubs, to hear about how each of these organisations developed their plans, how they acquired funding for their projects, the hurdles they faced, how the local community got on board. More info [here](#)

What you need to know if you are planning to recruit from Europe and beyond
2pm

With the changes to UK immigration system, which now apply equally to EU and non-EU citizens, join TalentScotland to discuss how these changes may affect your access to talent and recruitment plans going forward. More info [here](#)

WEDNESDAY 10 FEBRUARY

The importance of cash flow
10am

This Business Gateway webinar will demonstrate the difference between cashflow and profitability. Sign up [here](#)

THURSDAY 11 FEBRUARY

DigitalBoost: How to get found online – SEO (Highland)
10am

This workshop will enable you to raise your search engine ranking so consumers can see your business offerings first. Register [here](#)

XpoNorth: Heritage as a creative future
1.30pm

Focusing on the narrative of the objects constituting our material environment, this XpoNorth workshop will invite you to a prospective approach of the stories of the objects defining yourselves. Sign up [here](#)

DigitalBoost: Email marketing for Business (Highland)
2pm

A webinar for people currently using email marketing and who want to improve their understanding of how to boost engagement, conversion and sales. Sign up [here](#)

FRIDAY 12 FEBRUARY

Food & Drink Federation Scotland: Healthier recipe formation and ingredient alternatives (Cakes and biscuits)
10am

This online training session looks at healthier recipe formation and healthier ingredient alternatives. This unique opportunity is part of the Reformulation for Health programme. Find out more [here](#)