

The New Financial Year is here and we have lots of excellent Training Workshops planned for the next few months.

Upcoming Workshops include:

- Starting Out in Business (a brand new workshop on offer)
- Sales Training – With Herbert J Field
- Business! Is It For You?
- Employ Smart
- Tax Basics and of course the next Capital Region BEC Networking Breakfast.

Starting Out In Business Workshop - (Brand New Workshop)

- Do you want your business to grow and be more profitable?
- Are you planning to start a new business?
- Have you been in business less than 12 months?
- Would you just like to know where your business is heading?

The Capital Region BEC brings you a program specifically aimed at helping you increase profits, gain more customers, grow a bigger business and understand tax and GST.

And here is the really good news, it won't cost you an arm and a leg.

For further details please follow the link:

<http://www.crbec.com.au/Seminars/Starting%20Out%20in%20Business.htm>

Sales Training – Everyone can benefit from good sales training!

Herbert J Field delivers this 3 hour interactive selling workshop – Both theory (what works and why) and practice (how to do it) while showing you how to close more sales in an increasingly competitive environment.

You'll come away from this ½ day Sales Training Workshop with your life changed. Having the power of persuasion can change your life; it's all about knowing how to ASK, know-how and practice.

For further details please follow the link:

<http://www.crbec.com.au/Seminars/Herbert%20J%20Field%20Sept%2007.htm>

Business! - Is it for You?

Running your own business can be exciting, fun, demanding and stressful all at the same time.

So if you know someone who is thinking about starting their own small business? – Then here is a terrific introduction for them!

This FREE Workshop provides an overview of the realities of going into business, including all the risks involved.

For details and dates please follow the link:

<http://www.crbec.com.au/Other%20Pages/DSRD%20Workshops.htm>

Employ-Smart

Recruitment and Induction (or How to Avoid Hiring Nutters, Lemons and Layabouts) is the topic of another Workshop presented by Steve Jamieson.

This workshop will show you how to write a Job Description, how to conduct a job interview, what questions to ask, the critical question to ask a referee and heaps of other useful tricks when employing staff.

For details and dates please follow the link:

<http://www.crbec.com.au/Seminars/ES%20Wshop.htm>

Tax Basics.

“Tax Basics’ is a FREE full-day tax seminar for small business people.

A professional ATO speaker will present the seminars and some of the topics to be covered are: Getting started in business, Income tax and deductions, Record keeping, Goods and services tax (GST), Pay as you go (PAYG), Business activity statement (BAS) , Employer obligations and the Superannuation guarantee.

No matter how long you have been in business you can benefit from this session which has been updated with the latest information.

The last Tax Basics to be held in Queanbeyan will be held on Tuesday 11 September so don't miss out.

For further details please follow the link:

<http://www.crbec.com.au/Seminars/Tax%20Basics.htm>

August Networking Breakfast – Tuesday 7 August 2007

Next months breakfast speaker is Tad Purtill who is the director of Superior Speeches; a Sydney training company and his topic is “How to Be More Organised and Less Stressed”.

Tad shows us:

- How to get all the paper off your desk
- How to get the clutter out of your head and on to paper
- How to say “No” to distractions – and distracters!
- How to be 100% reliable with less effort
- How to avoid “last minute rush”

Tad has taught these proven methods to thousands of people – they really work for anyone who sits behind a desk (or occasionally feels like throwing one out the window!)

For further details please follow the link:

<http://www.crbec.com.au/Aug%2007%20Breakfast.htm>

Visit the Capital Region BEC Website www.crbec.com.au for further items of interest to your business this month.