

Capital Region BEC online Newsletter July 2009.

Wow! What a month. This months Newsletter contains info about Cold Calling, a Travelling Expert, Cert IV - good program, great price, an opportunity to join our team, Business Elements Workshops, free Industrial Relations workshop and info on the 50% Tax Break.

Interested? Please read on:

Capital Region BEC Networking Breakfast - Tuesday 4th August 2009

Clammy hands, beads of sweat forming on your forehead, hollow feeling in the pit of your stomach!

All this and you haven't even picked up the phone yet.

Why do we dread picking up the phone to make that 'Cold Call'?

Michelle Pascoe of Optimum Operating Procedures and Services (OOPS) is your guest speaker for August's Networking Breakfast and her topic is '8 Proven Steps to Keep Your Fears From Holding You Back!'

Since 1994 Michelle has been applying and training her proven tips on how to successfully increase sales by effective prospecting. Michelle will let you in on what everybody ought to know on how to 'Cold Call' effectively and increase sales.

Hundreds of small and large businesses have increased their sales and retained staff by following Michelle's tips and you can too! So why not come along Learn, Network and promote your business.

To book please follow the link:

<http://www.crbec.com.au/Breakfasts/Breakfast%20August%202009.htm>

Certificate IV in Small Business Management - good program at a great price!

Just some of the benefits to you of this program are:

- Develop skills and knowledge in small business management
- Meet market need for competent small business managers
- Learn skills in using electronic and other technology applicable to this field.

Upon successfully completing the competencies in this program, participants will have knowledge and skills relevant to all areas of small business management.

Certificate IV Small Business Management - Business Management, Communication, Marketing and Business documents

Start: Friday 31 July - 2009, 3hrs training a week for 14 weeks - OR Thursdays (30th July) 5 - 8pm. Completion: December 2009

Cost: \$450 per person (ACT Department of Education pays all other training costs - must be working in ACT or intending to start a Small Business to qualify)

For further details:

[http://www.blendedlearning.com.au/certificate\\_IV\\_business.html](http://www.blendedlearning.com.au/certificate_IV_business.html)

Business Elements Workshops – your Introduction to the Basics of Business.

Now that you are on track with your business, why not help a friend by recommending this Free workshop!

This Workshop is for business intenders and people who are just starting up.

This Free 2 and one half hour Workshop will give you the knowledge and confidence you need.

Scheduled Dates are:

Thursday 30th July 2009 - Canberra – Gungahlin, Time: 5.30 pm - 8.00 pm

Thursday 6th August 2009 – Queanbeyan, Time: 5.30 pm - 8.00 pm

Thursday 3rd September 2009 - Canberra – Gungahlin, Time: 9.30 am - 12.00 pm

Thursday 3rd September 2009 – Queanbeyan, Time: 5.30 pm - 8.00 pm

Tuesday 8th September 2009 – Goulburn, Time: 9.30 am - 12.00 pm

Tuesday 8th September 2009 – Mittagong, Time: 5.30 pm - 8.00 pm

Please follow the link for further details:

<http://www.crbec.com.au/Workshops%20&%20Seminars/Business%20Basics.htm>

Travelling Expert Seminar with Robert Gerrish

Roberts Topic is 'Up and Away' - Why now is the time to rejuvenate business (and how to do it)

This free lively, entertaining presentation will use case histories and storytelling to explore why there's never been a better time to work on the development of your business.

Brimming with unique concepts, valuable tips and low cost tools, Up and Away is precisely the tonic needed for these challenging times.

Robert is the founder of Flying Solo - Australia's online community for solo, homebased and micro business owners.

Alongside his Flying Solo commitments, Robert works as a coach & professional speaker and in mid-2005 released his first book Flying Solo: How to go it alone in business.

Date: Thursday 10th September 2009. Time: 9.30 am - 11.00am

Location: Comfort Inn Airport 57-73 Yass Road Queanbeyan. Cost: Free

This Travelling Experts Presentation brought to you by the Capital Region BEC and the NSW Department of State and Regional Development as part of NSW Small Business September.

For further details: <http://www.crbec.com.au/Robert%20Gerrish%20Sept%2009.htm>

## Industrial Relations in NSW

A Free workshop presented by Office of Industrial Relations NSW Department of Commerce.

This workshop is part of a series designed to help you understand how the current industrial relations legislation affects your business, whether you are covered by state or federal law.

Wednesday, 19 August 2009, 2pm – 5pm,

Venue: Queanbeyan Airport International Motel, 57-73 Yass Road, Queanbeyan

For all enquiries please phone (02) 9020 4612.

For registration and further details please visit [www.industrialrelations.nsw.gov.au](http://www.industrialrelations.nsw.gov.au) and click on Workshops.

Spaces are limited so you will need to register.

## Small Business Tax Break 50%.

If your business has a turnover less than \$2 million a year and you are profitable, then make sure you talk to your accountant about this:

Small businesses can now claim a 50 per cent tax deduction for eligible assets costing more than \$1,000 acquired from 13th Dec 08 until 31<sup>st</sup> Dec 09.

This is up from 30 per cent announced earlier this year and extends the period of eligibility by six months.

This means you can claim an increased tax deduction to invest in new assets such as computer hardware, shop fittings and business vehicles and to make capital improvements to existing machinery and equipment.

Please follow the link for further details:

<http://minister.innovation.gov.au/Emerson/Pages/SMALLANDGENERALBUSINESSTAXBREAKLEGISLATIONPASSESTHROUGHPARLIAMENT.aspx>

## Mobile Business Advisor – Position Vacant

We have a vacancy for a second Mobile Business Advisor who has expertise in accounting or business law.

The duties include providing face to face business advice to small business people throughout the Capital Region.

It is a requirement of this particular position that you are qualified with a degree or equivalent to give legal or accounting advice.

For a copy of the Job Description and selection criteria please follow the link

<http://www.crbec.com.au/Employment/App%20Package%20MBA%20Aug%2009.htm>

If you feel you have the skills, experience and personality for this role we would love to hear from you.

<http://www.crbec.com.au/Employment/App%20Package%20MBA%20Aug%2009.htm>

Visit the Capital Region BEC Website [www.crbec.com.au](http://www.crbec.com.au) for further items of interest to your business this month.