

Capital Region BEC online Newsletter MID March 2009.

What's the latest news in Business this month. Well we have our next Business Downturn Forum in Cooma, a Networking breakfast on stress and lots of other interesting topics.

How to Survive & Prosper in Tough Times Forums:

The next Forum will be held in Cooma on Wednesday 1st April 2009
In this Free must-attend Forum the Capital Region BEC is proud to present three experts from the world of business marketing, business operations and business financial management who will share with you their top tips on how to survive and prosper in tough times.

Each speaker will present for 20 minutes and will be followed by a moderated Panel session.

An opportunity to network with other local businesses then follows.

Guest Speakers are: Peter Norton – PricewaterhouseCoopers,
Herbert J. Field and Marco Revelant – Monaro Freight & Cooma Sand and Concrete

One week following the 'forums' we are also offering 'Professional Service Clinics.

At these clinics 'forum' attendees will be able to get specific expert Accounting, Legal Advice or Business Advice for their particular business at no cost.

Follow the link for further details and join us:

<http://www.crbec.com.au/Seminars/Prosper%20in%20Tough%20Times%20Forum%20Cooma.htm>

April 7th Capital Region BEC Networking Breakfast

Can we work more efficiently and effectively in less time, with less stress?
Yes, absolutely and it is achievable!

The Capital Region BEC is proud to present Barbara Baikie of Superworking at our Tuesday 7th April Networking Breakfast and her topic is "Stress Management in Turbulent Times".

Barbara is passionate about giving people the tools to not only manage themselves but enrich their lives.

Join Barbara and learn some strategies and tools to manage and enrich your life and take away your own action plan to start the journey of living your life how you want to NOW!

For your invitation please follow the link:

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

Your First Steps to Business Success Workshops

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

'Your First Steps to Business Success' is for people who are in the early stages their first business venture.

This Free 3 hour Workshop will give you the knowledge and confidence to take your important early steps in business.

Your presenter will be Paul Coker. Paul has 17 years experience in business and industry facilitation and development.

Scheduled Dates are:

Tuesday 24th March 2009 – Canberra, Wednesday 8th April 2009 - Yass

Please follow the link for further details:

<http://www.crbec.com.au/Workshops%20&%20Seminars/Your%20First%20Steps%20in%20Business.htm>

Sell More than You Ever Thought Possible - 2 Day Seminar

Friday May 15, 2009 to Saturday May 16, 2009

(Early bird registration of \$77 ends 31st March 2009).

Think that sales are getting impossible due to the Global Financial Crisis...

Not sure how to market your products and services?

You need to attend the 'Sell More than You Ever Thought Possible' - 2 Day Seminar!

The Capital Region BEC, Canberra Business Council and the ACT & Region Chamber of Commerce and Industry are all helping to support this initiative.

You would be mad to miss this opportunity. It will only cost you \$77 to see some of the top sales and marketing gurus in Australia!

Some of the speakers are:

Mal Emery – leading direct response Marketing guru and Millionaire maker.

Leigh Farnell/John Blake (Blue Rocket Pty Ltd) – Asia Pacific's best sales trainers.

Ron Lee – the business breakthrough Ninja.

Location: Southern Cross Club Events Centre, 92-96 Corinna Street Woden, ACT 2606.

Please follow the link for further details:

<http://www.crbec.com.au/Other%20Pages/Sales%20SeminarMay%202009.htm>

Are you a small business who has been unjustifiably denied finance?

Dr Craig Emerson the Minister for Small Business has established a clearing house in his office for complaints by small businesses that consider they have been unjustifiably denied finance, or that the terms and conditions of the finance are unjustifiably harsh.

The clearing house is receiving complaints from individual small businesses, which will pass them onto the Australian Bankers' Association, which in turn will refer them to senior management at the relevant bank.

Not all complaints will be upheld; the banks reserve the right not to make loans to businesses that they consider to be too risky. But at least senior management will review decisions taken at the local branch level.

Its email address is smallbusinesscredit@innovation.gov.au

Certificate IV in Business (Small Business Management)

Blended Learning has a few funded tuition places left for small business owners or small business employees.

The cost is only \$450 on Fridays 2pm to 5pm.

This program focuses on the basic requirements for a business, a Business Plan, Financial Plan and Marketing Plan, as well as basic Excel activity sheets. Please follow the link for details:

http://www.blendedlearning.com.au/pdf/CIVSBM_CRS.pdf

Why not visit the Capital Region BEC Website www.crbec.com.au for further items of interest to your business this month.