

QBiz News

September 2001

Volume 2, Issue 3

Welcome to the September 2001 edition of QBiz News. The past three months have been very hectic for us at the BEC, but its all worth it! We've had some fantastic Breakfasts, Seminars and other functions. In this edition we congratulate ourselves for winning our tender, reminisce over our past few breakfasts and congratulate the new Chairman of the ACRDC. We also let you know what Business + Seminars are and include our regular columns from the Berkley Group and from Simon Mitchell-Taverner. We also have a couple of extra pages this month with photos from our busy 7th of August! A packed issue—hope you enjoy!

Queanbeyan Enterprise Centre retains BEC contract

Queanbeyan Enterprise Centre Inc. has recently been awarded the contract to provide Business Advisory Services to the local region.

Although the Queanbeyan BEC has been operating for ten years, the core funding provided by NSW Department of State and Regional Development, was a year to year propo-

sition.

'Being awarded this contract for three years gives us the opportunity to plan long term and to put into place some

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Simon, Robert and Meredith with Tim Shaw

Women in Business Program

In conjunction with winning the contract to provide business advisory services for our local region, QBEC has also won the right to deliver the NSW Government's Women in Business—Regional Growth Centre Strategy.

This program is aimed at women business proprietors and managers. The Growth Strategy Workshops are designed to provide practical

and interactive training that will assist women to successfully grow their small business and improve the management and operation of their businesses.

The workshops will be delivered in a practical and interactive format for either half day or full day sessions.

There is no cost to the participants for attendance at the workshops.

The topics to be covered in

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Breakfasts continue to shine

The regular Queanbeyan Business Breakfast continues to shine as the leading business networking event in the region. Attendances are now regularly over one hundred and forty, with the peak being last December when one hundred and eighty business people came along to see Patricia Cameron-Hill and Dr Shayne Yates.

Our August breakfast was again a great success with guest speaker, Mark Baker, providing an entertaining and informative presentation. Mark's topic, 'Read my Lips' gave us an insight into the power of the spoken word and enlightened us to the many tricks the great communicators in history used to 'talk their way to the top'.

Our speaker in June was the ever popular Dr Chris Caton, the Chief Economist with BT Funds Management. This was the fifth year that Chris had provided our breakfast attendees with his 'post

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WIB Program

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the workshops will vary based on the needs of the locality, however it is likely that topics include:

- E-Commerce
- Selling Skills
- Franchising your Business
- Effective Networking
- Export Readiness
- Resolving Small Business Disputes
- Becoming an Employer
- Customer Service.

If you are a business woman located in regional NSW, please contact us to discuss how this program may be of use to you and your business.



Leanne Duvall and Kerrie Nairn at August Breakfast

ACRDC Chairman

Sue Whelan, Chairman of Queanbeyan Enterprise Centre Inc. has recently been appointed as Chairman of the Australian Capital Region Development Council (ACRDC). Sue, who has been Chairman of the Queanbeyan BEC for the past six years, and also a Queanbeyan City Councilor for the past 18 years, was on the previous board of the ACRDC for three years as Deputy Chair under Colin Freeland. Positions on the council are Government appointments made by ACT and NSW State Governments. 'I look forward to being able to expand my role with regards economic development throughout the entire Capital Region as well as continuing my role with the QBEC', said Sue. Sue has been a tireless worker for Queanbeyan and the region and will no doubt be looking for further ways to promote development within the entire Capital Region and in Queanbeyan. If you would like to discuss local regional development issues, give Sue a call on 62975063.

BEC Contract

(Continued from page 1)

longer term strategies' said Robert van Aalst, current BEC Manager. 'Previously it had been difficult to plan long term as the funding was by no means guaranteed each year'. With this certainty of funding until late 2004, the BEC will now be able to run some more extensive programs in Queanbeyan and the region. The region covered under the Queanbeyan Business Enterprise Centre contract remains unchanged and covers Queanbeyan City, Yarrowlunla Shire, Tallaganda Shire and Yass Shire. 'We will be looking to build on the good work we have done over the past few years and putting into place some programs which will be of great assistance to businesses in all our coverage area' said Sue Whelan, Chairman of Queanbeyan Enterprise Centre Inc. 'We have done many good things over the past ten years, and now we can consolidate and look at further ways of expanding our services and providing assistance to our regional businesses'.

(Continued on page 6)

AUSENET E-Commerce Workshops

Workshop 1:
September 18

Workshop 2:
October 23

Learn how to use e-commerce strategies to help build your business and your bottom line!

Cost \$187.00 — Book early to guarantee your place.

62973121 or robert@qbec.com

BEC Breakfast

(Continued from page 1)

budget analysis". This continues to be one of most popular breakfasts of the year and we hope that we can continue to get the services of Dr Caton for many years to come. The BEC Business Breakfast continues to be 'the' networking function of the region and definitely a very valuable function for those who want to i) network with like minded business people, ii) listen to highly motivational and educational speakers and iii) enjoy a terrific breakfast! For more information visit our web site at www.qbec.com/breakfast



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Tim Shaw Seminar, 'But wait—there's more'

TV celebrity and marketing whiz, Tim Shaw presented a two hour seminar for the BEC on Tuesday 7 August.

The seminar was part of the NSW Department of State and Regional Development's Travelling Expert series. This series aims to bring high quality business seminar presenters to rural and regional centres. Tim has now run this seminar in Wagga Wagga, Dubbo, Armidale, Lismore,

Cooma, Goulburn and Young. Tim enlightened the audience of around 70 with his own theories and experiences in marketing a wide range of products. His natural abilities and 'gift of the gab' made him a hit with the entire group.

We thank NSW DSRD for bringing Tim Shaw to Queanbeyan, and the Airport Motor Inn for providing accommodation and facilities. We hope to bring you further high profile speakers under this program in the near future.



Tim Shaw speaking at our August seminar



Lindsay Leggett, Nichole Overall, Judith Dorrell with Tim Shaw



Karen St Clair, Peter Gordon, Angela Bird, Henriette Witcombe and Jennifer Goodwin



Mark Baker, Guest speaker at our August breakfast



Robert van Aalst, warming up the audience at the Tim Shaw presentation



Queanbeyan City Mayor, Frank Pangallo with ACT MLA, Jacqui Burke

Why aren't you attending the BEST Business networking function in the region? Ring Meredith (62976325) to find out how you can join.



Leanne Duval, Kerrie Nairn (seated) with Carol Cooke and Mark Baker



Rachel Wolters, winner of a lucky door prize, with Tim Shaw



Breakfast guest speaker, Mark Baker



Tim Shaw at his presentation, 'Marketing your Business in 2001'

Business Plus Seminars

The Canberra Business Advisory Service run monthly workshops for business people. They are free for anyone in business. Topics covered so far in 2001 include increasing business performance, debt prevention, innovation, how to write ads, and personal development. Workshops will often feature prominent guest presenters and allow time for participants to network. The speaker for August was Paul Blackburn who's topic, Personality Profiling, focussed on communicating more effectively, motivating

your staff, and getting the best out of them and yourself. Guest speakers in the next few months include Tony Robinson (Callaghans Business Development) and Carol Cooke (CIC Consulting). Bookings for these free workshops must be made at least 48 hours in advance by contacting CANBAS on 6260 5000 or emailing results@canbas.com.au. The 'Business Plus' workshops are usually held on the second Tuesday of every month from 6.00pm - 8.30pm. For other news and events in the local business community visit www.canbas.com.au and head for the events page.



Peter Gordon and Angela Bird at the August Breakfast

Simon Says...

BUSINESS INVESTMENT TOUR

Are you ready to grow, but lack the finance? NSW Government is bringing a number of institutional investors to Queanbeyan early November. Interested? Phone me on 6298 0204.

DEFENCE HQ FOR QUEANBEYAN

Huge boon for local business follows Federal Government's decision to build HQ Australian Theatre in the Queanbeyan Area. Opportunities during construction of the largest local complex for decades will be matched by further opportunities upon completion. The complex will house 1000 personnel, mostly relocated from Sydney. They will be joined by 2500 family, many of whom will choose to live in Queanbeyan. The benefits from such a large influx are clear. Congratulations to Task Force members who backed the initiative of local Member, Gary Nairn MP. Businessman Bernie Baz's enthusiasm led to the formation of the Task Force which included businessman Rod Studholme, Mayor Frank Pangallo and GM Hugh Percy.

Simon Mitchell-Taverner 6298 0204

Smart Money

Use Experts to Increase Your Wealth

By having experts such as your accountant, financial consultant and solicitor working as "partners" in your business and ensuring they are committed to your success, you can fast track your business growth and increase your overall wealth.

So how can the experts help you?

Consider for a moment the following;

- For those who contribute to superannuation, particularly those with incomes between \$21,000 pa and \$85,000 pa., considerable business and personal tax deductions are available. Even for those on higher income levels, the tax position can be attractive. With more after-tax income to invest, your wealth accumulates that much faster.
- Do you have a self managed superannuation fund that's paying tax? If so, why? With recent tax changes, a properly constructed investment portfolio may not only pay no tax, but, could provide the fund with additional income from tax credits! Imagine that; the Australian Taxation Office paying you while your investments grow in a tax-free environment!
- Superannuation also provides asset protection benefits. Have you structured your business/investment assets so that they are protected from the actions of unwarranted litigation?
- The proceeds from the sale of your business may be exempt from capital gains tax, where those gains are directed towards superannuation retirement benefits!

Talk to your experts today and take advantage of the many powerful wealth accumulation strategies that are available to you. Paying for expert advice is a sound investment, not a cost.

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Q U E A N B E Y A N

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Back Page Funnies

We subscribe to the Friday Funnies from Dr Shayne Yates and Patricia Cameron-Hill. There is a steady flow of hilarity from this source, here is a gem...

A boss tells his new employee, "I'll pay you \$12 an hour starting today and in three months I'll raise it to \$15 an hour. So when would you like to start?"
The employee replies
"How about in 3 months?"

BEC goes on!

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QBEC continues to be solidly supported in-kind by the Queanbeyan City Council. 'Without the support from QCC' says Robert van Aalst, 'we would certainly not be able to provide the level of service which we currently do. We have a very solid working relationship and we are confident of this continuing into the future'. The BEC also works closely with the other regional Shire Councils and other business groups to ensure assistance is provided to local businesses on an as required basis. If you would like to know more about the services provided by the BEC, give Robert a call on 6297 3121.

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