

QBiz News

March 2001

Volume 2, Issue 1

Welcome to our second edition of QBiz News. We made it! The response to our first issue was tremendous and feedback received was very positive. In this issue we look at: Training being offered by the Queanbeyan Business Enterprise Centre; We congratulate Peter Gordon; We remind you of the value of the YAA scheme and we also have another interesting contribution from Berkley Financial Consultants. All in all a big second edition! I again remind you that feedback from readers is most welcome and encouraged! You can contact us on 6297 3121 or email robert@qbec.com. All contributions will be considered. Enjoy!

Something Ventured wins ACT contract

ACT firm Something Ventured has been recently awarded the contract to supply Business Advisory Services for the ACT Government. The new service has been named the 'Canberra Business Advisory Service'. Over the past two years Peter Gordon, the principal of Something Ventured, has provided mentoring services for the ACT

(Continued on page 2)



Peter Gordon and Paul Coker at the new Canberra Business Advisory Service in Deakin

YAA needs you!

Young Achievers Australia is a program which delivers business skills to young entrepreneurs. YAA's mission is to develop business enterprise skills, capacities and understanding in young Australians through partnerships with business, education and the community. The challenge is to provide access to the business enterprise programs for young people, regardless of location, circumstances, curricula choice, career plans or academic strengths. Student demand continually outstrips available places, despite increasing participation over recent years. A major objective of YAA is to secure more sponsors in order to put more young Australians through our programs. YAA is currently recruiting sponsors and business mentors for the 2001 program. If you are in a position to help or would like more information about YAA, contact Virginia Lette on 6205 0762.

Training needs identified

As a result of the survey conducted on Queanbeyan business late last year by Simon Mitchell-Taverner, (Manager Economic Development and Tourism for Queanbeyan City Council), QBEC is to run more training courses for local business. The survey indicated that 36% of

Survey shows 56% of local business owners want to improve their skills in marketing.

business owners wanted to improve their skills in Business Management, 41% in the Personnel and Staffing areas and 56% indicating that they needed to improve their skills in Marketing to assist their businesses to grow over the next three years. 'In light of the survey (Continued on page 2)

Ten Capital supports BEC Breakfast

Television station, Ten Capital, has been a proud supporter of the QBEC Business networking breakfasts for the past two years. 'Ten Capital has supplied a \$500 advertising package as a lucky door prize since becoming involved with the breakfasts two years ago' says breakfast coordinator, Meredith Husejko. 'They have recently agreed to increase that to two lucky door prizes to the value of \$500 each for every breakfast this year'. If ever anyone needed more enticement to come along

to the regions biggest brightest and best networking function, then this is it!

Aside from the possibility of winning \$500 towards the cost of television advertising for your business, the QBEC breakfast consistently offers interesting and relevant guest speakers as well as the Airport Motor Inn supplying one of the best breakfasts in the region.

Our breakfasts are on the first Tuesday of each month. If you wish to receive the monthly invitation via email or snail mail, contact Meredith on 6297 6325.



Patricia Cameron-Hill, Meredith, Brian, Simon and Dr Shayne Yates at the December Breakfast

BEC membership still open

Membership to the Queanbeyan BEC for the year 2001 is still open. The Queanbeyan BEC is a not-for-profit incorporated association and has a membership base of local business people committed to strengthening local business.

We have a number of packages and levels of support for the BEC. For a small investment of \$50, business owners can become members of the association.

Other packages include a years attendance at the monthly business breakfast (9 remaining) for \$250 (Bronze membership). Silver and Gold memberships are also available up to \$1,000 per year.

The BEC's biggest event, the monthly networking breakfast, is attended by over 130 people regularly and is the biggest event of its kind in the Canberra/Queanbeyan region.

Discounts of up to 20% for training and material sold by the BEC are also available to members.

Ring Meredith on 6297 6325 for an application form.

Smart Money

Use the 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 just a moment the following;

- For those who contribute to superannuation, particularly those with incomes between \$21,000 pa and \$81,000 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.

Berkley Group Financial Consultants - Canberra

Ph: 6281 1477

Email: canberra@berkleygroup.com.au



**ELRINGTON
BOARDMAN
ALLPORT LAWYERS**

QUEANBEYAN

122 Monaro Street

6297 1555

YASS

122 Comur Street

6226 1211

CANBERRA

3rd Floor, Colonial Mutual Building
17-21 University Avenue

6247 7122

www.ebalawyers.com.au

Email: ebaq@ebalawyers.com.au

QBiz NEWS

QBEC would like to thank the following sponsors and supporters

MAJOR SPONSORS	NSW Department of State and Regional Development Queanbeyan City Council		
GOLD MEMBERS	Berkley Group Financial Consultants Raine & Horne Queanbeyan	Airport Motor Inn Elrington Boardman Alport	TEN Capital Impulse Airlines
SILVER MEMBERS	Snowy Mountains Credit Union ACT & Region Chamber of Commerce Tobin Brothers	The Exhibition Centre Australian Business Limited	Central Motel Queanbeyan Willprint
BRONZE MEMBERS	Electro Optic Systems Pty Ltd France Harrison and Associates Merritts Transport MH O'Rourke	Toshiba Mission Australia Wesley Uniting Employment	Neil Donoghoe Signflair Capital Business Services

QBiz NEWS

Quarterly Quote

Build your business on a 'real' market opportunity.
Do what you do better than anyone else - this is your competitive advantage



Thanks to.....

The Queanbeyan BEC is a not-for-profit incorporated association, with association members and an elected management committee. I would like to take this opportunity to thank the current long serving members of our management committee who commit time and effort into ensuring the BEC meets it's obligations, commitments and goals. A very big thank you to;
Sue Whelan (Chair)
Graeme Camage (Vice Chair)
Paul Flint (Treasurer)
Matthew Bridger
Matthew Mason-Cox
Patricia Reid

E-Com Training

The Queanbeyan BEC is currently looking at programs to assist local businesses learn more about E-Commerce. 'With E-Commerce being such an important part of the way businesses do business, now and in years to come, it is important that all businesses have an E-Commerce strategy' says Robert van Aalst of the BEC. 'Whether it is simply communicating by email, doing your banking over the Internet, or establishing a fully blown web presence with on line ordering, it is an area all businesses need to address sooner rather than later.' Watch this space for more details.

Turn your business success into financial success



- Wealth Creation, Tax Efficiency Planning & Retirement Planning
- Results driven and personalised Portfolio Management
- Highly effective Strategies & Structures ensuring successful outcomes

Ph **6281 1477** Email : canberra@berkleygroup.com.au
 Fax **6281 1476** 8 Phipps Close, Deakin

Licensed Securities Dealer ABN 88 090 684 521