



April 2006

Nillumbik HomeBiz Networker

Welcome to the April edition. There are a few great business development programs coming up, read about them in this newsletter.



Networkers at the March meeting heard tips on ways to use the Internet to grow their businesses.

We encourage you to submit any interesting business based articles for future HBB newsletters.

Send your articles to julie.french@nillumbik.vic.gov.au

2006 Business Expo

This year's Business Expo is now in its planning stages and we are looking for 4 Network members to be part of a Reference Group that will assist in the planning and some of the implementation.

If you are interested in participating, please call Julie on 9433 3315. Jan Soltani will continue as the Expo Coordinator.

The date for the Expo is Wednesday, 18 October.

Watch this space for more information.

What you missed in March..

The March HBB Network night attracted 50 local businesses to hear guest speaker Craig Reardon from the eTeam talk about how to harness the internet for your business.

According to Craig, some of the ways the internet can help you grow your business are:

1. Productivity – saving you time and labour
2. Savings on traditional methods of communication
3. Streamlining the purchase process

4. Extending your 'opening' hours
5. Allowing you to reach new markets
6. Providing you with low (and often no) cost, qualified leads via search engines

Ken Paynter from Eltham Rotary also spoke about the work Rotary does to provide not only a very valuable networking forum, but also to assist with projects that help individuals and groups in need in our community.

New Member Profile segment

As of April we are introducing a slightly new format for the regular HomeBiz Network nights. This includes a new Member Profile segment, gets rid of the break in the middle and starts slightly earlier.

So what does the new format look like? We open for business at 6.30 – you can sign in or register and pay, grab a drink and catch up with old acquaintances or meet new ones. At 7pm we start the night with a 10 minute Member Profile. This provides an opportunity to a HomeBiz Network

member to talk about their business and its particular challenges. We then move on to the guest speaker for the night and finish around 8.30 to 8.45pm when the real networking starts over a drink and some finger food.

The Member Profile for April will be Stephan Hitchins of **visual volcano**.

If you are a financial member of the Network and are interested in taking this spot, remember to put your business card in the box at the April meeting.

Upcoming Network nights

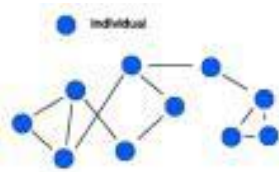


Networkers at work!

Networking news

A new website for small businesses is about to be launched. On May 4 at Albert by the Lake, Robyn Henderson (keynote speaker at last year's Expo breakfast) and Jim Penman (Jim's Mowing) will officially launch Networking World.

For more information go to: www.networkingworld.net.au



The Steering Group now has a program mapped out for the rest of 2006. It includes some great speakers and topics.

Our May Network night will be a bit different to the usual topics. The speaker will be **Duncan Blandford**. Duncan of **encouragement** has for the past 15 years, pursued the dream of perfect human flight as both a skydiver and a BASE jumper, accumulating over 3000 jumps. He has personally helped over 1400 people jump from a plane and taught some of the countries most reputable BASE jumpers how to take that first step off a cliff.

Claiming courage is a learnable skill, he is now helping people achieve extreme

performance in their personal and professional life. In business himself for over 10 years, Duncan will be sharing with us some tips to take your business to the next level.

The June meeting will be a fun "speed networking" night. This was one of the most successful meetings in 2005, so don't miss it.

In July Helen Robinett will talk about making first impressions count and in August, Donna Hansen will tell you how to reclaim your inbox.

September's presentation will take the form of a members' panel that will focus on participating in expos and trade shows.

And October is the Business Expo!

Business May

May seems to have become a Business Month, with plenty of business seminars and events. First off is the Strategic Business Planning Program. This program will assist 10 local HBBs to spend some time working **on** their businesses.

On May 11, the Australian Tax Office will be running two seminars – the first will give a general overview of the tax system including GST, activity statements and PAYG; the second will cover record keeping. The cost is \$10 and includes a light lunch. Call 1300 661 104 to register.

The first of a series of four 2 hour seminars is being held on Tuesday 16 May. It covers the basics of **Marketing**,

including how to prepare a basic marketing strategy. The second seminar on Tuesday 30 May looks at financial controls for small business. Each seminar costs \$10 and you can register by calling Rhonda on 9719 7506.

If you're interested in how the federal budget will affect your business, the business breakfast being held on 23 May will be worth attending. The breakfast is being organised as a partnership between Council and Marshall Ward and Associates. George Boubouras will be the keynote speaker. For information check Council's website at www.nillumbik.vic.gov.au > Business & Tourism > Business Seminars

Early birds, this is for you!

In addition to the monthly network nights, HomeBiz members can also drop into the fortnightly members only breakfast meetings. These meetings are unstructured, provide a forum to talk about current issues in your business in a 'safe' environment and enable members to establish and build relationships for possible business alliances and referrals. The breakfasts happen every 2nd Tuesday at 7am at Alta Vita in Eltham. For more information call Daryl on 0433 948258.

For more information about the HomeBiz Network call Julie French on 9433 3315