

Events

05/05/09 **Women in Eastside Business Networking Evening**
[Click Here](#) for more info and [Click Here](#) to book online.

12/05/09 **Members Monthly Networking Breakfast**
[Click Here](#) for more info and [Click Here](#) to book online.

13/05/09 **8 Simple Rules to Creating Your Own In House Promo Brochure workshop**
[Click Here](#) for more info and [Click Here](#) to book online.

26/05/09 **Brand it Purple Breakfast**
[Click Here](#) for more info and [Click Here](#) to book online.

03/06/09 **Marketing your Business on the Internet workshop**
[Click Here](#) for more info and [Click Here](#) to book online.

24/06/09 **Networking Evening**
[Click Here](#) for more info and [Click Here](#) to book online.

*This newsletter is for members to advise other members of significant events involving their business.
The views expressed within the newsletter are not necessarily those of Eastside Business Enterprise Centre Inc.*

Trying to cut through the noise with your Marketing Campaign?



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Business Technology Partners

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Is your IT System working for you, or against you?

Business Technology Partners is an IT solution and service provider specialising in serving small businesses in Adelaide, South Australia. We provide core IT services for businesses in all industries. A service driven company, our services include first and second level help desk support, systems engineering, systems maintenance, and hardware and software provisioning.

BTP fill the gap for small enterprises where a full time and fully trained IT Administrator, is cost prohibitive, so if you have anywhere from 3 to 30+ people on your IT network please give us a call.

As a special offer to BEC members we are offering a free Mini IT Audit. This audit is a quick look over your workstations and servers, and from this you will get our recommendations and a brief report. So if you would like to know if your current IT system is really working for you call us today.

Business planning in uncertain times

Despite an uncertain economic environment, it is still possible to sow the seeds of future success.

Good management and flexibility are keys, says Giles Murphy of Smith & Williamson.

COMPETITION & UNCERTAINTY as to the future direction of the economy and, in some cases, spiralling costs mean that many businesses are finding life tough.

Whenever such scenarios arise, the 'survival of the fittest' is a good way of describing how markets develop. So how do you ensure that your business is fit? How can you be certain that the organisation is economically viable in the short term enabling you to build on this success in the long term? A small downturn in revenues coupled with increasing costs can quickly change a successful organisation into one with poor profitability and prospects. So how can you ensure your firm doesn't fall into a downward spiral? Fundamentally, the managers of a business must be able to understand and monitor the organisation's financial dynamics. This requires up to date, relevant and accurate management information which can be compared to budgeted information and previous year comparatives. Equipped with this information, management can identify trends and predict the likely direction of the business' profitability. Where this is in decline, the business should ideally look to increase revenue. If competitors are similarly struggling, the business could conceivably benefit significantly from an expanded marketing campaign to increase market share. However, the ability of the business to 'sell more' or open up new income streams may be out of its control, require significant cost investment and be risky. However, human nature is such that, if a downturn occurs, there is a natural reaction to 'batten down the hatches' and if this is the preferred route of the business, it is essential that managers are in a strong position to carry out such a review. This will ultimately depend on the extent to which costs in the business can be cut, making them controllable in the short-to-medium term.

SOURCENOTE: Giles Murphy is a director at Smith & Williamson, the financial and professional services group.

Need help to perform a Business Health Check of your business allowing you to identify the strategies required to achieve your business and personal goals?

Call Pierre Della Porta, Business Advisor, for a no obligation meeting on 0412 746 187 for practical advice that works!

SA CAREER CONSULTANTS



SA Career Consultants is a leading career and personal guidance company specialising in career, disability employment, personal and organisational development.

SA Career Consultants have secured funding through *South Australia Works* to provide **FREE** Career Support Services for jobseekers in the Eastern Regions of Adelaide. If you live in the Eastern Suburbs you may be eligible to receive free -



- **Career Guidance**
- **Resume preparation**
- **Job application assistance**



To be eligible you will need to be at least 17 years old, currently unemployed (or working less than 5 hours a week) and not engaged in full time studies.

Please call Meghan at SA Career Consultants on 8227 0900 or visit our website at www.sacareer.com to check out the council areas where funding applies.

SA Career Consultants employ more than 30 Career Advisors throughout our offices in Adelaide (CBD), Modbury, Elizabeth, Port Adelaide, Bedford Park and Christies Beach.

This program is an initiative of the Government of South Australia delivered through, and developed with, the assistance of the North East Development Agency Inc.



SouthAustraliaWorks
linking people, skills and jobs



Government of South Australia
Department of Further Education,
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CD Events specialise in providing outstanding organisation and delivery of boutique conferences and events within South Australia. We offer competitive pricing with a reputation on providing a professional and personalised service. We have the experience and vast knowledge of South Australian venues, suppliers and their capabilities.

We have a high level of personal involvement, attention to detail and are fully equipped to manage a range of events from concept to completion including:

- Accommodation
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We can organise all or certain aspects of your conference and event.

Contact Details:

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WORKING CULTURE
People Focused • Productivity Driven

WHO ARE WE?

Working Culture is a partnership of Sophie Diamandi and Patricia Muncey. Our consultancy specialises in the interaction between people in organisations. This is often referred to as people management, emotional intelligence and people skills. We have worked in the fields of people management and organisational development for over twenty years. We developed Working Culture at the beginning of 2009.

We are committed to developing organisations and communities that use the skills and abilities of all of their members to create successful and productive places to work and live. Sophie's expertise is in generating cultural competence in individuals and organisations and Patricia's expertise is in developing strategies and approaches that merge an understanding of people with sound business processes. We both have extensive experience in building relationships with individuals, groups and communities for the purpose of working together to achieve agreed on outcomes.

Determining your Requirements

As our service is a bespoke one, we will develop an intervention strategy with you based on your requirements. Before beginning our work we will send you a project plan which will explicitly outline the services we are providing, the timeframe in which we will do this, the services fees and payment schedule.

Contact us on 0400 702 995 or visit our website at www.workingculture.com.au



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beulah park sa 5067

tel 08 8333 3525

Denise McKay is the Principal of McKay Business Services and has many years experience in the real estate industry. She is a Certified Practising Conveyancer (CPC) and an Associate member of the Australian Institute of Conveyancers .

Denise has based her company's philosophy on providing personalised, friendly and informed service to her clients. It is the commitment to her clients that make McKay Business Services a distinctive and trusted business in South Australia.

As a registered conveyancer Denise is able to offer you professional assistance in areas including:

Sale of Property	Purchase of Property
Caveats	Private Contracts
Private Mortgages	Family Court Transfers
Sale and Purchase of Business	Leases
Land Divisions	Community Titles

Denise along with her staff prides herself in providing an affable, competent and efficient service and make sure that the transaction is completed with the minimum of fuss.

For further information please check our website at www.mckaybusiness.com.au

***"We always take the time to listen to
ensure that you get the best possible results"***

Bullying and harassment appear to be rampant throughout many workplaces, and most workers are unwilling to complain because they fear it will do them more harm than good. Most harassment and bullying behaviours are emotional. In 2005 the Victorian Government in the 'People Matter Survey' a survey involving 14,000 public sector workers, discovered the following, rather shocking statistics....

- More than one in five stated they had been bullied or harassed by colleagues or managers in that past year.
- 40% had witnessed others being abused
- 36% of staff stated they had been bullied or harassed several times a month but one fifth of cases went unreported.
- Indigenous workers and those with a disability were particularly likely to be victims.

RECONCILE Conflict Education and Mediation provides:-

- One or two day workshops especially tailored for your organisations management and employees will learn about bullying, what it is, the legislation surrounding it and the implications of it in relation to 'duty of care'. The day ends with some advice on establishing or strengthening a complaints system suitable for bullying.
- Another one day workshop (or two days if you have the above already covered) teaches participants some of the positive and proactive interpersonal skills that can be utilised by individuals. RECONCILE'S own program incorporates the highly regarded FACE THE TIGER workshop; a workshop unique in Australia. Courses can be provided for your business at mutually agreed times.
- If you or your employees need it, **RECONCILE Conflict Education & Mediation** also provides direct mediation

Email:- info@reconcile-conflict.com.au
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