

## FRIDAY 28 MAY

**11.00am**

### The Business Portal – The Fast, Convenient Way To Do Business

Greig Noonan –  
*Australian Taxation Office*

**12.30pm**

### Success In Business And Life

Dr Judith Slocombe –  
*Executive Director, Veterinary  
Division of Gribbles Group*

**1.30pm**

### Small Business Financial Planning

Sam Henderson – *Director,  
Henderson Maxwell Pty Ltd*

**2.00pm**

### How To Get New Customers And Sales From The Internet

Lea-Anne Brighton –  
*Solutions Management*

**2.30pm**

### Self Managed Super Funds

Barbara Smith –  
*Taxpayers Australia*

**3.30pm**

### What You Didn't Know When Buying A New Company Car

John Glyde –  
*Corporate Sales  
And Marketing Manager, Audi*

## SATURDAY 29 MAY

**11.00am**

### Meet The Panel

Ross Greenwood, Pam Walkley,  
Effie Zahos and Maria Bekiaris  
– *Money Magazine*

**12.00pm**

### Creating 'Can Do' Teams ... How Do I Do That?'

Vince Van Der Zee –  
*The Enigma Group*

**1.00pm**

### How To Add An EXTRA \$150,000pa ... Net To Your Business NOW!

Tony Dehn – *Senior Business  
Strategist, Business Development  
Coach, 21st Century Business  
Developments*

**2.00pm**

### How To Get New Customers And Sales From The Internet

Lea-Anne Brighton –  
*Solutions Management*

**3.00pm**

### 12 Steps To Achieving Your Goals

Alan Marion –  
*Managing Director,  
Trainex Systems*

**4.00pm**

### Tailored Vehicle Financing For Small To Medium Business Owners

Michel Boutin – *Finance  
Manager, Audi*

## SUNDAY 30 MAY

**11.00am**

### The Seven Steps Tha Can Make You A Better Photographer

David Israel – *Digital Made Easy*

**12.00pm**

### How To Get New Customers And Sales From The Internet

Lea-Anne Brighton – *Solutions  
Management*

**12.30pm**

### The Art Of Finding And Keeping Customers

Clifton Warren – *Managing  
Director, Performance Improvement  
International P/L*

**1.30pm**

### Creating 'Can Do' Teams ... How Do I Do That?'

Vince Van Der Zee –  
*The Enigma Group*

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### Small Business Financial Planning

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## SPEAKERS' PROFILES

### GREIG NOONAN – The Business Portal: The Fast, Convenient Way To Do Business

The Business Portal is your entry point to our online services for business. It will enable you to:

- lodge an activity statement and view and print details of previously lodged activity statements
- view account transactions and balances
- request transfers and refunds of credit amounts
- view and update registration details, and
- send and receive secure messages

To access the Business Portal, you need a free ATO digital certificate - your online signature with us. For more information and to apply online - go to [www.ato.gov.au/online-services](http://www.ato.gov.au/online-services).



### DR JUDITH SLOCOMBE – Success In Business And Life

In 1989 Dr Slocombe started her own veterinary pathology business, and what began as a small home based business has grown to become the largest veterinary diagnostic group in Australasia. The business uses state of the art technology in laboratory diagnostics, has an annual growth rate of 25%, and employs over 200 people with laboratories throughout Australia and New Zealand. In 2001 Dr Slocombe sold the business to the Gribbles Group and continues to manage it for them.

In 2001 her dedication and vision earned her Australia's most highly regarded award for women in business: the Telstra Australian Business Woman of the Year.

Dr Slocombe graduated with an MBA from the Melbourne Business School in June 2002, and in 2003 was awarded the Centenary Medal for services to business in Australia.



### SAM HENDERSON – Small Business Financial Planning

Sam will discuss many of the big questions that every small business owner has in the establishment, operation and succession of their business, including;

- How to finance your business
- Who's name? What structure is best for you?
- Company, Partnership, sole trader, trust
- Why superannuation?
- Setting up a Self-Managed Superannuation Fund
- Getting better returns for your investments
- Risk management for small business
- Exit strategies- estate planning and business succession
- Retirement exemptions for small business owners



### LEA-ANNE BRIGHTON – How To Get New Customers And Sales From The Internet

This workshop supplies you with the latest secrets and technology advances to building a profitable website.

You will see the most advanced website technology in action and understand the importance of search engines to generate traffic.

If you own a site already or are just about to undertake such a project this workshop will greatly benefit you.

### BARBARA SMITH – Self Managed Super Funds

There are three main reasons why self managed super funds are important for small business people but often overlooked:

1. Using your superannuation to buy the property that you operate out of
2. There are some huge taxation benefits on offer to self employed people to contribute to super
3. Only 20% of all self employed small business owners have superannuation of any kind.

### VINCE VAN DER ZEE – Creating 'Can Do' Teams... How Do I Do That?

The Enigma Group took a manufacturing company and increased sales by \$600,000 in just three months. How did they do this? Principal, Vincent Van Zee, will run an interactive session that will:

- Teach you why many "Team Building" programs don't work;
- Introduce three critical phases of strategically building better dynamics in your organisation;
- Give you simple "Tools & Tips" to enhance your leadership immediately.

By exploring case studies and considering the application of The Enigma Group's Strategies for Success, you will be able to identify and prioritise what needs to be done most urgently in your organisation to enhance the dynamics of your people. This can lead to adding dollars to your sales and grow your business.

### TONY DEHN – How To Add An EXTRA \$150,000 PA... Net To Your Business NOW!

Here's an opportunity to get enough information in 30 minutes to add an extra \$150,000 net to your small business this year...

"The problem with business Big and Small is that it takes over your life! and instead of you running the business it ends up running you."

"Running and growing a Business is simple when you know what you're looking for", says Tony. Owning your own business is supposed to give you a better lifestyle, NOT make you work harder and longer than your staff for less money. More income each week is just a few hours away.



### ALAN MARION – 12 Steps To Achieving Your Goals

Alan Marion has for the last 30 years been heavily involved with the building of small businesses into profitable corporations.

One of these companies was The Original Juice Company where as National Sales Manager Alan assisted the Company in it's dramatic rise in sales through local and overseas markets.

Over the past 7 years Alan's Company Trainex Systems has trained and worked with over 500 small to medium businesses plus corporations presenting his unique and motivating program on how you and your business can achieve all their goals without spending a lot of money.

### DAVID ISRAEL – The Seven Steps That Can Make You A Better Photographer

Learn how to get better results out of your digital camera, so that you can take your own photos for your brochures and your website.

Presented by corporate image Master Photographer, David Israel. David has created and delivers a one day, hands-on workshop: Use a Digital Camera Effectively.



### CLIFTON WARREN – The Art Of Finding And Keeping Customers

Finding and keeping customers is the bread and butter of any business, doing so is far from simple in a marketplace that's becoming increasingly crowded and competitive. In this program you will be given the tools and the 'know-how' to survive and thrive in today's competitive market.