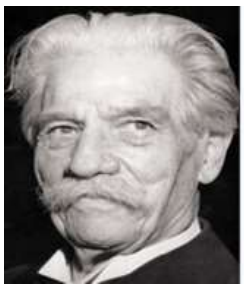
BELMONT BEC NEWS UPDATE - APRIL, 2024



Quote of the month

"Success is not the key to happiness.
Happiness is the key to success.
If you love what you are doing, you will be successful."
Albert Schweitzer (1875 - 1965) theologian, organist, musicologist, writer, humanitarian, philosopher, and physician.

Looking to increase your sales? Export your goods or services?
FREE ONLINE EXPORT WEBINARS Thursday, April 30th
1) Introduction to Exporting, 9.30am-11.30am (AWST) Bookings
2) Export Guide for Small Business, 12-2pm (AWST) Bookings
3) Writing your Export Marketing Plan, 2.30-4.30pm (AWST) Bookings
BOOKINGS ESSENTIAL **Can't Make the Date? Request a Recording**
Book a FREE Export Online Mentor visit www.becnational.com/export

Belmont Business 'Ask an Expert' Sundowner
You are invited to join us on 24th April, 5pm-7pm
Promote your business, make new business contacts, and gain Export opportunities. Meet our Great Speakers, Award Winners & Finalists; Author Nicola Ward will present on her new book 'Rise Above' - Overcoming the challenges of small business. **FREE Entry**: Nibbles Provided.
Venue: Empire Bar, 220 Great Eastern Hwy, Lathlain
Bookings Essential Door Prizes: $250 Digital Business Voucher; $200 BEC Membership Voucher. Nicola Ward signed book 'Rise Above'.

REMINDER: Are you a Speaker or Presenter? Like to present during our 20th designedge Innovation Festival? BEC, TCF & BPW Members are invited to register interest in being a presenter or speaker during our **20th designedge Innovation festival** which will run 4 months June to September to our national & global network. Sessions can run live or recorded online. **View 2023 Festival** Sponsor Opportunities also available. **Contact Carol Hanlon**

FINAL CALL: Sponsorship Opportunity 31st Belmont & Western Australian Small Business Awards 2024 Join us to sponsor a category in the 31st Annual Belmont & Western Australian Small Business Awards in 2024 providing recognition to small businesses across WA. Launching May and running through to October. Gain extensive promotion and marketing opportunities for your business..
View 2023 winners & sponsors Further info contact Carol Hanlon

BELMONT BEC AUCTION ONLINE – GRAB YOUR BARGAIN NOW!
Accommodation, conference rooms, diamond watch, sports memorabilia, online business development and heaps more fabulous offers. All proceeds assist BEC & TCF provide support services to small businesses. **www.becauction.com**



How to grow your business in 12 simple steps
When it comes to growing a small business, one thing is certain. It's hard. It takes time, effort, and money. But more than that, it means wearing many different hats and turning your hand to sales, marketing, taxes, corporate compliance, customer service and more. All in all, if you want to grow, you need to put in the work. So what do you do? This.



Business trends for 2024
2024 will see businesses continuing to prioritise being flexible and adaptable. Both customers and employees want reassurance that your business will continue to deliver without interruption if something unexpected happens. It's important to keep up with trends and changes to give your business the best chance of success. Check out some trending topics for 2024 to help you plan for the upcoming year here.



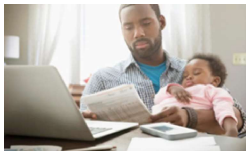
Business for Sale – Fashion Accessories, Gifts
An established business for sale based in Melbourne. We offer a vibrant, colourful, ethical fashion accessory business with clean-line design inspired by wonderful art. Markets include - galleries, online retail stores, airports, fashion/gift stores, corporate events, and resorts. A wide collection of fashion accessories: handbags, travel luggage, purses, wallets and exclusive designs for conferences and other markets. Further Info: **Paul Smarrelli-: +61 408 388 511** or **Email**



Are you a Cyber or IT Expert?
1001 Business Tips from 101™ Cyber Security IT Experts
Would you like to be featured in our new eBook with your 10 cyber security IT tips? Each expert will be allocated two pages. Participation includes additional promotional opportunities as Cyber IT Experts and you may also be invited as a presenter in future 1001 Business Tips Online Forums. Interested to share your expertise and gain exposure? **Contact Carol Hanlon**



How to stay motivated as a small business owner - 7 proven techniques Running a small business is not for the faint hearted. Attending to day-to-day operation of the business, coping with financial pressures, motivating others, and all the while trying to maintain your own passion and purpose. It's a good thing you've got a great boss who loves what you do and knows that you're good at! But during those times when you feel more worn out than inspired, how can you replenish your desire to stand up for the next round and conquer the world (or your little corner of it)? Use these tips.



Dual duties: 7 strategies for balancing business and parenthood
Combining the intricate roles of entrepreneurship with the ceaseless demands of parenthood can often feel like juggling fire. On one hand, there's the unpredictable and dynamic world of business; on the other, the beautiful yet equally challenging realm of raising children. As a parent entrepreneur, weaving these dual threads seamlessly into the fabric of daily life requires strategy, resilience and a touch of creativity. An in-depth guide, a culmination of strategies, for those brave souls looking to balance the entrepreneurial spirit and parenthood. **here.**

Business
business.gov.au

Grants and assistance programs in Australia Find grants, funding, and support programs from across government to help YOUR business grow and succeed! When searching for funding, keep in mind that you'll generally need to meet certain criteria to be eligible, and that, aside from funding assistance, many programs can help your business by building your skills and knowledge. **Do you qualify?**



7 budgeting techniques to grow your small business
Many small businesses often don't budget at all, seeing a budget as too rigid and too constricting, creating problems later like poor cash flow, undervalued products and services, and improper credit tracking. Being able to efficiently manage your budget can make running your business much easier and keep you away from issues down the line. A good financial framework is planned out properly, well-controlled, and allows you to keep track of every expense. It enables you to work within set parameters without being too rigid because you can see where the cash comes and goes from and how you can adjust it. Steps.

FRIENDS of Belmont BEC

You are invited to join BEC Global as a member. Support your BEC Global not for profit organisation - receive opportunities, free training vouchers and access to low-cost business mentoring for your business. Bronze, Silver & Gold Levels available.
www.belmontbec.com/membership
BEC invites its network to link with its Social Media pages
BEC FaceBook https://tinyurl.com/2ppkdntz
BEC LinkedIn https://tinyurl.com/5yfejnps

QANTAS

Qantas Regional Grants
The Qantas Regional Grants program is back, offering $2 million in

support to Australian-based communities and projects that are looking to benefit our country's regional areas. Closes: May 10 - **details**.

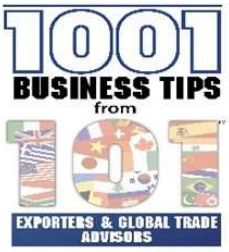
Telstra Best of Small Business Awards
Small and medium businesses are the foundation of Australia's financial, cultural and social prosperity. The successful ones can adapt to both their own and their community's changing needs. ***Telstra Best of Business Awards*** were created to celebrate the achievements of these businesses, while giving them the opportunity to learn from Australia's best business minds. They're passionate about recognising standout businesses while inspiring the next generation of entrepreneurs. **Details**.



Critical pre-EOFY checklist: ensuring a successful EOFY
It's already April and that means we are well past the midpoint of the financial year, so it's a crucial time for business leaders to evaluate their progress towards annual goals. A pre-EOFY check-in is an opportunity to realign strategies, address challenges, and leverage successes to ensure a strong finish to the year is **here**.



A helpful directory for small businesses this tax time
Including guides, due dates by topic, deductions, assessable income, news, tools and calculators. **View**



Are you an exporter or global trade advisor?
1001 Business Tips from 101™ Exporters and Global Trade Advisor Experts
Would you like to be featured in our new eBook with your 10 tips for Exporters and Global Trade Advisors? Each expert will be allocated two pages. Participation includes additional promotional opportunities as an expert, and you may also be invited as a presenter in future 1001 Business Tips Online Forums. Interested to share your expertise and gain exposure? **Contact Carol Hanlon**



BPW Australia network - taking action for women's equality
BPW (Business & Professional Women) members advocate for issues that affect women around the world today. BPW operates in over 100 countries globally and has consultative status with United Nations Economic & Social Council (ECOSOC). If you wish to connect with like-minded women in Australia visit **www.bpw.com.au** or globally visit BPW International **www.bpw-international.org** or contact **Carol Hanlon**



How to upsell: 15 genius upselling tips and examples
Upselling is one of the cornerstone marketing strategies of many business models, from brick-to-mortar stores to e-commerce. Upselling is getting your customers to purchase a higher-cost product than the one they originally planned to buy. It is a profitable sales strategy with a high conversion rate. According to a study, the chances of selling to existing customers are **60%-70%**, while the probability of selling to a new prospect is only 5-20%. Besides, considering that product recommendations can drive 1**0-30% of revenue**, offering the right products as upsells at the right time to the right customers is a vital sales tactic. **Like this**.



Launch of the APEC Bio-Circular-Green (BCG) award
APEC is pleased to announce that applications for the 2024 Bio-Circular-Green Award are now being accepted. The APEC BCG Award recognises distinguished individuals across three award categories of women, youth and micro, small and medium enterprises (MSMEs) that have concretely implemented replicable BCG economy approaches to advance sustainable and inclusive growth across the APEC region. Nominations for each category should be submitted by **31 May 2024**. All eligible nominees will be sent to the BCG Award Selection Committee for consideration. **Details**.



7 alarming things a hacker can do when they have your email address
Once a hacker has access to your email, they can access a lot of your information, and carry out a range of actions. Some of the things they can do – and how to stay safe are **here**.



Digitised but disconnected:
3 in 5 SMEs report digital solutions are hindering, not helping
Businesses lose one full day each week carrying out tasks caused by a lack of software integration. Local businesses are wasting $1.4bn annually on unused digital tools Australia's small and medium sized enterprises (SMEs) are collectively investing $2.2bn each year on

digital solutions to help improve business operations, however 3 in 5 are finding some of these tools are in fact hindering them, read the full report by MYOB **here**.

Financial Benefits of Excellent Customer Service
A company with excellent customer service has a team that does more than answer questions and solve customer issues. Providing excellent customer service can save - and make - a lot of money for a business. In fact, improving the customer experience can increase sales revenue. Financial benefits of excellent customer service. are **here**.

Manufacturing trends to watch in 2024: rising costs
Labour, materials, cybersecurity, and insurance spending will likely continue to increase this year.
Rising costs were a top challenge for manufacturers in 2023 - and this year looks to be no different. Inflation caused prices to spike for not only materials, but wages and energy. And while inflation has cooled in recent months and prices have started to stabilize, the issue of how to mitigate high costs remains a key priority for companies. This balance has been difficult for manufacturers, as low demand remained a consistent drag on the industry and has caused more companies to cut both supply and labour costs and lower production. **Report**.

Being sued because of your AI
Many of us exchange communications nowadays with chatbots on websites. Numerous companies have incorporated them onto their websites to allow for 24/7 access to the company and the ability to provide consumers with information when requested. This resulted in a case where Air Canada was sued based upon a misleading response provided by its website chatbot. As consumers we must be wary when interfacing with AI and our expectation for companies to be able to provide customer service 24/7. Technology can, and has, on many occasions made fatal mistakes in its delivery of information to customers. **Article**.

Protecting the Intellectual Property (IP) of your small business
You already have insurance to protect your small business from accidents or damage. You can also protect your business's intellectual property (IP). IP can be incredibly valuable so it's important to understand what it is and how to protect it. IP refers to creations of the mind such as a brand, logo, invention, design, artistic work or a new plant variety. By registering your IP, you can legally protect your idea and have exclusive rights to profit from them. **Like this**.

Top 5 issues facing Australian business in 2024
From geopolitical conflicts to rapid advancements in artificial intelligence technology, the world is changing at a faster pace than ever before. Global political uncertainty and unstable economic conditions have only intensified since January 2023. KPMG surveyed over 300 Australian business leaders to find out where their priorities and concerns lie for the coming year, and three to five years into the future. **Survey result**.

What is invoice financing and how does it work?
When you're worried about cash flow, waiting for payment from your customers can put additional stress on your business. But what if you had access to the money you were owed before the invoice was paid? Invoice finance gives businesses access to the value of invoices that have been issued to customers, but not yet paid. There are several types of invoice finance on the market – including invoice factoring and invoice discounting. **Learn more**.



Life Advice…
……for a profound exploration of life's lessons as shared by the remarkable Matthew McConaughey. In this insightful speech, McConaughey imparts wisdom drawn from his journey, blending personal experience with timeless truths. Let's unravel the key takeaways that can shape our perspectives and lead to a more fulfilling existence. **Here**.



Another tip by Simon Cohen from the forthcoming -
'1001 Business Tips from 101™ Cyber Security IT
Senior Management need to collectively 'own' the Cyber Security Agenda It's important for leadership teams to collectively 'own' the Cyber Security agenda. Organisations that struggle to implement effective cyber security measures, do so because of a belief that 'Cyber' is purely an IT problem and fail to obtain 'buy-in' and support from other senior managers and functional areas.

The 15 best ways to find employees for your business
Your business needs good employees. It's a simple truth. But the reality of trying to find employees is difficult. Where do you look? What tools should you use to spread the word? What should you say and do to make the process easier? **How?**

ID Care Newsletter - Why We Believe
In the world of social engineering, where scammers skilfully manipulate beliefs, individuals frequently find themselves initially unsure about falling victim to a scam. In 2023, IDCARE assisted over 300 clients who weren't sure if they were part of a scam when they first sought help. This complex situation showcases the effectiveness of social engineering tactics, weaving an intricate web that confuses individuals and highlights the challenges posed by scams, particularly in the realms of investments and relationships. **Here**.

Australasian Institute of Business and Enterprise Facilitators -
The business advice industry in Australia and in many other countries is self-regulated, and virtually anyone can call themselves a business or enterprise facilitator, advisor, coach, mentor, or consultant. AIBEF provides accreditations for your skills and expertise. Further Info **www.aibef.org.au**

Reduce your business energy costs by 20% - 40%
FREE Access to all nine topics Energy Efficiency Webinars
www.tcfaustralia.com/webinars **Contact Us**

SPECIAL OFFER - STORAGE KING PERTH AIRPORT
15% off storage boxes and 50% off the first 2 months of storage. Storage King can ship your parcels to anywhere in Australia and globally. Storage King arrange the booking and email consignment notes for clients to attach to their cartons. **Contact or view**
Our special thanks to Storage King Perth Airport for their great support in sponsoring storage of textiles and sewing machines donated for our next delivery of community village sewing projects.



FOR HIRE - Training and Meeting Rooms at Belmont BEC
Fully equipped training room, catering and refreshments available.
Unit 3, 216 Belmont Ave., Cloverdale - Contact Belmont BEC

Business Skills 'On Demand' Sessions



Live and Recorded Webinar for Online - Anytime - Fast Track
Members receive one free webinar below during April - Contact us
To book for upcoming events visit **www.belmontbec.com/webinars**

- Writing Your Business Plan
- Pricing, Costing and Cashflow
- Starting Your New Business
- Understanding the Australian Privacy Changes
- Credit Management And Debt Collection
- How To Write A Tender Or Grant Submission
- Tips on Building a Successful Business
- Preparing For A Fashion Trade Show
- How To Start A Fashion Label

- Quality Control In The Fashion Industry
- Importing and Exporting
- Get Noticed By The Media
- How To Brief Your Website Developer
- TESTEX – Textile Accreditation and Labelling
- Avoiding Manufacturing Pitfalls
- Marketing On A Budget
- Strategies for Off Shore Outsourcing
- Sourcing in Asia via HK
- Sourcing Textiles & Apparel in India
- Buying Or Selling A Business
- Fashioning Sustainability Diverse Perspectives
- Balancing Work And Life
- Credit Management And Debt Collection
- How To Write A Tender Or Grant Submission
- Tips on Building a Successful Business
- Connect your Business to the Women's Empowerment Principles
- How To Grow Your Fashion Business
- Understanding your Intellectual Property – Trademarks, Designs, Patents
- Ethical Fashion and the Triple Bottom Line
- Italian Fashion Media
- Preparing a Business for Sale
- Global Platform for Sourcing From Women Vendors
- Tips on Using Social Media in your Business
- Make Customer Experience Your Competitive Edge
- Understanding Freight Logistics of Importing and Exporting
- How To Grow Your Business
- Strategies for Off Shore Sourcing
- Establishing Your Label in the USA
- What Buyers Are Looking For
- Specification Sheets for Apparel Manufacturing
- Marketing for Small Fashion Business

The information featured in this newsletter is published in good faith in an endeavour to disseminate a wide range of business-related content. While we endeavour to verify the comments and advice, we cannot make any warranties regarding the accuracy of data from other sources, or the relevance to individuals' circumstances. Any actions you may consider are dependent on your individual choice and circumstances and are strictly of your own volition; consequently, we are not liable for any resulting consequences. We have no control over the content of any links to other websites and are not liable for any resultant actions taken by readers.

Sponsor's Links

fortix
BELMONT CITY OF OPPORTUNITY
RES-Q IT
COMPU-STOR INFORMATION MANAGEMENT SOLUTIONS
STORAGE KING
blake digital
FLINTEL

Edit your subscription or **Unsubscribe**

PO Box 370
Cloverdale WA 6985
Ph. 08 9479 3777
Fax. 08 9479 3888
www.belmontbec.com