BELMONT BEC NEWS UPDATE - FEBRUARY, 2024



Saturday, February 10, 2024
CHINESE NEW YEAR
The year of the dragon, representing power, strength, and luck.
We wish all our members and readers a very successful 2024

Resilience amidst challenges: Small Business Data Report
The Council of Small Business Organisations Australia (COSBOA) and **Square Australia** have today launched their comprehensive 2023 Small Business Data Report, providing an in-depth analysis of the challenges faced by Australia's small business sector, amid a turbulent economic landscape. "For Australian small businesses, 2023 has been a year marked by operational hurdles, dynamic market entries and exits whilst grappling with rising interest rates, inflation, and cost of living pressures impacting business and their customers." **The report.**

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. View funding assistance, and programs that can help your business by building your skills and knowledge. **Do you qualify?**

What can you do if you are owned money?
If someone owes you money, you may be able to pursue payment through the personal insolvency[?] system, depending on the amount of money owed. Find out more about the steps involved to apply for a bankruptcy notice[?] or make someone bankrupt. If the person who owes you money is already in an insolvency[?] proceeding, such as bankruptcy or debt agreement, your rights and options to pursue them for payment may change. To find out if someone is bankrupt perform a search using our online service - Bankruptcy Register Search (BRS). The BRS searches the National Personal Insolvency[?] Index (NPII) - a permanent public record of personal insolvencies in Australia.
Answers here

Belmont Business 'Ask an Expert' Sundowner
You are invited to join us on 28th February, 5pm-7pm
Promote your business, make new business contacts, and gain opportunities. Meet our great Award Winners; Brad Young, The Grout Guy; Kasey Venter, Elite Compliance; Export opportunities;
Bookings Essential. FREE Entry, Nibbles Provided.
Venue: Empire Bar, 220 Great Eastern Hwy, Lathlain,
Door Prizes - $250 Digital Business Voucher; $200 BEC Membership Voucher

Looking to increase your sales? Export your goods or services?
FREE ONLINE EXPORT WEBINARS
Thursday, February 22nd BOOKING ESSENTIAL
1) Introduction to Exporting, 9.30am-11.30am (Perth AWST) Bookings
2) Export Guide for Small Business, 12-2pm (Perth AWST) Bookings
3) Writing your Export Marketing Plan, 2.30-4.30pm (Perth AWST) Bookings
Can't Make the Date? Request a Recording
Book a FREE Export Online Mentor visit www.becnational.com/export

10 qualities to succeed in business that require zero talent:
1) Being on time. 2) Having a work ethic. 3) Effort. 4) Energy. 5) Body language. 6) Passion. 7) Doing extra. 8) Being prepared. 9) Being coachable. 10) Attitude.

BELMONT BEC AUCTION ONLINE – GRAB A GIFT FOR YOUR VALENTINE!
Great goods and services donated by our supporters, make a bid, grab a bargain for your office, friends, family gift giving. All proceeds will assist BEC & TCF continue to provide its support services.
www.becauction.com



Franchisors warned to remove unfair contract terms or risk legal action - A report outlines the ACCC's findings and concerns after it recently completed targeted franchising compliance checks. The report provides guidance for franchisors about complying with the unfair contract terms laws after the Australian Consumer Law (ACL) was amended to introduce penalties from November 2023. The test for whether a contract term is unfair has not changed. **Report**

Top 10 small business leadership tips
As a small business owner, you're driven and excellent at what you do, but as your business grows, you'll need to master a new skill: small business leadership. The qualities that make a successful entrepreneur are not identical to those needed to be an effective organisational leader. The fact that you probably work shoulder to shoulder with your employees only complicates matters - it's not like you can hide in a corner office when things get uncomfortable.**10 tips.**

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** adjust link
Further info contact **Carol Hanlon**

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 May to September to our national & global network. Sessions can run live or recorded online. Sponsorship Opportunities also available. **View 2023 Festival**
Sponsor Opportunities also available. **Contact Carol Hanlon**



Quote of the month

"He that is good for making excuses is seldom good for anything else."
Benjamin Franklin (1706-1790) -
statesman, author, publisher, scientist, inventor, and diplomat.

You are invited to join Friends of Belmont BEC – Get involved with our not-for-profit organisation & BEC Connect - receive promotional opportunities, discounted training vouchers, low-cost mentoring, and business diagnostics for your business. Bronze, Silver, and Gold Levels available. Subscription is tax deductible.
www.belmontbec.com/ membership



Belmont BEC & BEC Global Business Advisors, Mentors, Business Coaches
Discuss your business issues and concerns with your confidential advisor and develop your action plan for success. **Book by the Hour: Online or Phone Face - Phone**

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**



Another tip by Pulkit Agrawal from the forthcoming -
'1001 Business Tips from 101™ Cyber Security IT
Look out for warning signs. To hack a website, cybercriminals always rely on its weak points. Cybercriminals can activate malicious bots which may subject your server to repeat tasks, which could cause it to stop serving pages. Therefore, it is critical to stay alert and pay attention to the following cyber attack warning signs that are meant to make your inner radar shout. For example: Google notifications, suspicious JavaScript Codes, error messages, etc.



10 common insurance mistakes business owners make
When it comes to purchasing goods and services, it can be easy to favour the price of the item over the quality. This same logic often extends to business insurance too. For example, some business owners might opt for the cheaper option which could leave them without the right cover in the event, that they need to make a claim. Depending on the extent of the claim, this has the potential to be a very costly mistake. To help you make the best decision the first time around, 10 common insurance mistakes that business owners make are **here**.

Australia Post to pay about $2.9 million in compensation to businesses for lost or damaged parcels
Australia Post and its subsidiary StarTrack have admitted they likely engaged in misleading or deceptive conduct when they failed to accept compensation requests and incorrectly advised some business customers that no compensation was payable to them for lost or damaged articles for four years until October 2022. Under the consumer guarantee rights in the Australian Consumer Law, consumers can request a remedy if a product is not of acceptable quality or a service is not performed with due care and skill, fit for purpose or supplied within a reasonable time. **Details**.

Marketing small businesses on Tic Tok - a guide …
You're running a small business and want to sell more products/services and expand your audience. With a hyper-engaged community of shoppers, trendsetters, and word-of-mouth advocates, TikTok is the perfect place to reach new customers and grow your business. There's something here for everyone -whether you're looking to reach Gen Z, Millennials, parents or grandparents, every generation has flocked here to join the fun, learn about new businesses, and create authentic and engaging content. **How?**

10 biggest mistakes small business owners make
While the challenges facing small business owners are numerous, addressing some of the most common biggest mistakes may help improve a business owner's probability of success. Running a small business can be both rewarding and challenging. Knowing your numbers, investing in the right people, properly capitalising your business, planning for tax liabilities and planning for the future may help you to leverage your business to positively impact your personal financial goals. **Tips**.

Summer issue of Inside *Small Business* quarterly magazine
Designed to reignite your passion for business and whet your appetite for the year ahead. The main feature this summer focuses on 11 female founders who are showing the way for every woman aspiring to start her own business. They range from experienced founders with the 'runs on the board' when it comes to entrepreneurship, to women dipping their toes into the start-up world for the first time. **Here**.

The largest industry led B2B trade event in Sydney for products in Home, Gift, Fashion, Kids, Beauty & Wellbeing, Outdoor and more.
Gift + Home Expo February 17-20, 2024
The Gift + Home Expo (inc Sydney Gift Fair) connects thousands of Australian buyers with leading industry suppliers - all under one roof at the Award-Winning Sydney Showground, Sydney Olympic Park with free parking. Discover thousands of new, boutique, and premium products from hundreds of new and returning exhibitors, and explore exclusive features including Artisan Lane, Australian Made Pavilion, and New Product Showcase. **Details**.



Global survey reveals employers' biggest worry in 2024 is rising costs - 2023 was an interesting year for businesses around the world. With energy prices increasing, as well as staff and skill shortages, it's fair to say employers have had their share of difficulties over the past 12 months. So, as we enter 2024, what are the main concerns for employers? And how do they aim to attract and maintain top talent? Well, the results from a survey conducted by Peninsula Group provide some insight. **Results**.

Best Antivirus 2024

Compare the best antivirus solutions for your devices

Choosing the best antivirus solution for your computer can be a daunting task due to the number of criteria that must be considered. You may want a basic security solution for your PC or laptop or a highly advanced protection system for the entire family, capable of shielding your devices from viruses, hacker attacks, and fraud. If you're having trouble making up your mind, then the following reviews are just for you. All of our reviews are designed to help our readers determine which antivirus solution is the best for them. **The choices.**

The **Australian Taxation Office (ATO)** is warning businesses to engage with their tax and super obligations to avoid having their debts disclosed to credit reporting agencies. As the ATO shifts back to business-as-usual debt collection, as of July 2023 it has issued Notices of intent to disclose business tax debts to more than 22,000 businesses with a tax debt of at least $100,000 that is overdue by more than 90 days. More than 9,000 businesses are expected to have their debts disclosed this month. **More information.**

'Never before seen': Small businesses in crisis

A new survey has revealed that 89% of small businesses are concerned for their future, with an expert warning anxiety among small business owners is worse than during COVID. The survey, commissioned by Precedent Productions, who run the Local Business Awards and the Australian Small Business Champion Awards, surveyed hundreds of small business owners from every Australian state in November last year. It found that 40% of Australian small business owners said their profits fell in 2023 and that while 65% of small businesses are concerned for their future, a further 24% are very concerned. **Article**.

United Nations Commission Status of Women 68 (CSW)

Forum New York, NGO CSW68, 20 March 2024

Economic Empowerment of Women Entrepreneurs, Gender Equality, and the Sustainable Development Goals - Carol Hanlon, Founder/CEO, TCF Global, Belmont BEC & BPW Business Incubator will be hosting a NGO Forum in New York, UN CSW68. Global speakers from Australia, Iran, Lebanon, Uganda and Sudan will provide insights into economic empowerment of women, gender equality, and projects that support the women and the SDG's.

Like to know more about NGO CSW68 **visit www.ngocsw.org**

Website workshops for small business

Don't have any technical or marketing experience?
No problem! This workshop is designed specifically for small businesses with a limited budget. Avoid costly pitfalls and tech tangles and build your very own website with personalised support and best practices. For start-ups or existing businesses. **Details**.

A quick and simple way to value your business online

Ever wonder what your business is worth?
How much to sell your business for?

No need to spend time or money on a business valuation firm. Just enter in the information on this valuation spreadsheet and the software will calculate the value of your small business. **Here**.

How to become a household name

It's every brand marketer's dream for their product, service, or website to become so ubiquitous it replaces the name of the original concept. This blog post dives into the stories of four brands that turned product names into verbs that then replaced the generic terms, along with lessons for marketers on how it was done. **Learn more.**

10 marketplaces to sell your things online

Whether you're looking to make some extra cash on the side or set up your own ecommerce business, selling online allows you to target customers all over the world. But with so many online marketplaces available, how do you know which one is right for you? The pros and cons of 10 of the biggest online marketplaces like Amazon, eBay and Etsy so you can make a decision easier are **here**.

My retail business is struggling. How can I reduce the rent?

If you are one of many retail business owners struggling in the current challenging retail environment, paying high rent could be exacerbating the situation. Many struggling retail tenants are attempting to renegotiate their leases or even considering selling up. **Actions.**



Nine life lessons from Tim Minchin
Tim Minchin, the former UWA Arts student described as "sublimely talented, witty, smart and unabashedly offensive" in a musical career that has taken the world by storm, is awarded an honorary doctorate by The University of Western Australia. His address to the students is **here**.

How to recruit Generation Z workers — and keep them
Generation Z, born between 1997 and 2012, have new priorities when it comes to work. Generation Z works to live, not the reverse; recruiters must acknowledge and accommodate this if they want to hire and retain this demographic. For successful recruitment and retention of Generation Z, employers need to collaborate with them: experiment, ask for feedback and see what works. **Tips**.

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**

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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.



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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 February - 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.

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