BELMONT BEC NEWS UPDATE - JUNE 2024



Quote of the month
"The only way to do great work is to love what you do.
If you haven't found it yet, keep looking. Don't settle."
Steve Jobs (1995-2011)
Co-creat II, Macintosh, iPod, iPhone, iPad, Store



Women Changing the World Global Summit & Awards, UK
Congratulations to Carol Hanlon - 'Hall of Fame' Bronze Winner
The Women Changing the World Awards presented by Sarah Ferguson, Duchess of York and Oprah Winfrey's all-time favourite guest, Dr. Tererai Trent, recognised women leading the way in making the world a better place for us all and inspiring other women to answer the call to take action.Carol was also a Guest Speaker at the Women's Global Summit on 'Empowering Women Making a Difference'.**View Press Release**

Looking to increase your sales? Export your goods or services?
FREE ONLINE EXPORT WEBINARS Friday, June 28th.
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

NEWSFLASH: BBEC & TCF, CEO, Carol Hanlon will present **Free Import & Export Workshops** at Global Sourcing Expo, ICC, Sydney, **June 13 & 14th Bookings**



BELMONT BEC ONLINE AUCTION – GREAT BARGAINS!
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





75 great business ideas for the future 2025 – 2030
The hardest phenomenon to predict is the future, especially if you're still struggling to figure out what's happening in today's economy. There's no telling what the future of business holds but there are some emerging industries that are going to blow up in the next few decades and they are **right here!**



Why you need to know your business's competition!
Competition is a natural part of doing business. While it can often seem intimidating, it's actually a vital component of doing business, that forces you to innovate and stay on top of current trends and tactics. In short, it can be a struggle to take on competitors, but it makes your business the best it can be for your customers. But how do you approach taking on the competition? What should you be looking for when conducting market research? And why do you really need to know your competition? **Like this.**

….The Cyber Sushi…
(serving up the cold facts, with some phish bytes)
Here's what is covered in this issue…
• Driver Licences: Why Criminals Love Them
• Behind the Mask - a Guide to New and Trending Scams
Articles are here.

FINAL CALL: Are you a Speaker or Presenter? Like to present at 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 for four months June to September to our national and global network. Sessions can run live or recorded online. View 2023 Festival Sponsor Opportunities available. **E: Carol Hanlon**

Vital information for Australian businesses
Including-- Government grants: accessing the right information
When looking for government grants to support your business, you may find fraudulent websites and services that claim to provide access to grants information. All available government grant information can be accessed for free through official government sources, so don't get caught out by a scam! PLUS additional information on the Gender Equality Act, Advice for small businesses, Privacy and more - here.

Trademark checker for trademark registration
Registered trademarks are not only for big business – they can be an asset for a small business too. They provide you with a legal avenue to help stop others using your branding, such as your business name or logo, and help safeguard your business. To make it easier to check if a trademark is potentially available for registration in Australia, IP Australia created the free TM Checker tool. You can use it to check for existing trademarks that might be similar to your brand or name in the class of good or service you trade in. You can check **here.**

Five key strategies for small business success
Starting and growing a small business is a journey filled with excitement and challenges. It's a path that presents both opportunities and obstacles, but with the right strategies in place, your chances of success can be significantly enhanced. These insights are drawn from the collective wisdom of successful entrepreneurs who have navigated the intricate world of business ownership. Strategies

In the four years between June 2019 and June 2023, 35 per cent of all Australian businesses closed their doors for good." (ABC August 2023)
Facilitation Focus Newsletter
Read a series of interesting articles from: Big trouble for small business, through Integrity in business and Risk management in everyday life to What is a paradigm shift and Why managers should involve their team in the decision-making process and more here.

Welcome to our Friends of Belmont BEC Member: Kim Phung Nguyen, KP Professional Accounting. – 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. **Membership Subscription**
BEC invites its network to link with its Social Media pages
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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 www.belmontbec.com/mentoring**

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 Stephen Furnell from the forthcoming -
'1001 Business Tips from 101™ Cyber Security IT
It really could happen to you! Many cyber threats are indiscriminate, and so there's no basis to assume that they won't happen to your business. There are also various breaches that can occur from accidental incidents and other unforeseen causes. Remember that it's not all about an attacker picking you out and targeting you; attacks can happen simply by having systems online with exploitable vulnerabilities.



5 wellbeing and mental health tips for small business owners
Small business owners are some of the most resilient, adaptable, and committed people in our community. 'When you're investing in your mental health, the positive ripple effect is quite profound in all areas. On a personal level, on a relationship level, and on a physical level. But there is also a true return on investment in terms of our business.'
Learn more.

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?



14 simple but effective techniques to increase sales
Businesses worldwide have been chasing the holy grail of increased sales numbers. It's such a lucrative task that many individuals have developed complete businesses out of advising companies on improving their sales numbers. Yet despite all this available assistance, many companies rarely see the value of their sales skyrocket. Businesses may go through several iterations and tweak everything from their marketing plan to their website to increase the number of sales they get with mixed results. Interested **- try this…**

AGHA MELBOURNE GIFTFAIR

AGHA Melbourne Gift Fair - 3-6 August 2024
Australia's largest industry-led trade events for the retail and design sector. The Gift + home Expo in Sydney is held at Sydney Olympic Park in February and the Melbourne Gift fair at the Melbourne Convention & Exhibition Centre in August. The Gift Fairs are world-class B2B trade exhibitions connecting wholesalers with retailers, corporate and hospitality buyers, stylists, designers and more. Details.



UP International Trade Show - India - 25-29 September 2024
The grand show will showcase a whole lot of products that are created and manufactured across Uttar Pradesh and have immense potential in the global market. In the show, worthy products will find B2B and B2C buyers from India and abroad, and other stakeholders including the government agencies will explore the products making the most of it for all. Details are here.

LifeStyle Vietnam 2024
18th - 21st Oct

Lifestyle Vietnam 2024 - 18-21 October 2024
…a great sourcing destination in Asia. With participation and exhibitors in Vietnam and the region. … creating bigger opportunities for international buyers. Toys, handcrafts, textiles and more ….
Information.

Atradius
Managing risk, enabling trade

Rising insolvency risk off business radar despite growing cash struggles B2B payment practices trend, Australia 2024
Rising interest rates sharply curtailed business borrowing capacity is prompting an increased use of trade credit. 59% of businesses polled in Australia said they now rely on this, while also reporting a 35% increase in trade credit offered to B2B customers. Payment terms were extended by nearly two weeks by Australian companies, and now average 35 days from invoicing. The primary factors cited were to foster long-term customer relationships, boost sales, and gain valuable B2B customer credit information. Report.

What is a Security Operations Centre (SOC) and Endpoint Detection Response (EDR) and why is it beneficial?
Imagine a nerve centre strategically positioned within your organisation, monitoring, analysing, and responding to threats in real-time. This is precisely what a Security Operations Centre (SOC) embodies. It serves as the centre for an organisation's cybersecurity efforts, managing defensive strategies and swiftly neutralising potential threats. Learn more.

8 biggest supply chain issues in 2024 [+ strategies for SMBs]
For many businesses, the efficient movement of goods from manufacturers to markets is crucial. However, this complex network is susceptible to a range of disruptions with far-reaching consequences. This article explores the biggest supply chain issues that modern businesses face, their impacts across various sectors, and strategies to effectively manage or avoid these problems. Like this!



15 processes to ensure a safe and healthy work environment
As a business leader, it is important to prioritise the safety and well-being of your employees. Creating a safe and healthy work environment not only benefits your employees but also improves productivity and reduces costs associated with workplace injuries and illnesses. But how can you ensure that your workplace is safe and healthy? **How?**

Preparing for the end of financial year
As the End of Financial Year (EOFY) approaches, do you have a plan to reduce your tax and set-up your business for the year ahead? While EOFY may feel like an annual burden, it's a perfect opportunity to optimise your cash flow and set-up your business for a new financial year. This eGuide is designed with small business owners in mind, offering practical advice, essential checklists, and innovative strategies not just to survive, but to thrive through the EOFY and beyond. Your FREE guide is here.

MEGA Gift & Home to be held at **Bangkok** on 17-20 July, 2024. Riding on the proven success of our **MEGA SHOW** Series in Hong Kong, we are now expanding our show brand to Thailand, to offer an extraordinary opportunity for international buyers to blend business with leisure, especially during the peak summer vacation season. As our valued buyer, we are pleased to offer you two nights free accommodation at a designated 5-star Bangkok hotel (on 18-20 July) plus a Welcome Gift Set to be collected at the show venue. Details.

Doing business in Asia guides
Whatever stage your business is at, Asialink Business can assist, with a national mandate to develop an Asia capable workforce, Asialink Business offers market-leading expertise and is your partner for success in Asia. Guides, case studies, special reports and links to countries are here.

Tax planning business tips for 2024
Master tax planning with this guide on the best accounting practices for businesses in Australia. Discover effective strategies to maximise your tax position and ensure compliance with Australian tax laws. With strategic tax planning, businesses can not only optimise their tax positions but also enhance their cash flow and overall financial health. How?



2024 Federal Budget: What does it means for SMEs?
The 2024 Budget focuses on 'Cost of living help and a future made in Australia'. In total, the Budget includes $641.4 million in targeted support for small businesses. But, how exactly will the Government's initiatives help small and medium-sized enterprises (SMEs) in Australia in the months ahead? Here is the lowdown on the updates which will help you understand what's in the new budget for you as a small business owner. Learn more.

An employee ghosting action plan
Worried about employees ghosting at work? Here's a step-by-step guide on how to deal with it, from job candidates to current employees. Employee ghosting happens everywhere, in all businesses but with the right tools you can learn from this experience. Make your hiring experience better than ever, and make sure your company culture is one that no one would want to miss out on. 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 **www.aibef.org.au**

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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 the world. Storage King arrange the booking and email consignment notes for clients to attach to their deliveries. We offer a wide range of self-storage options, from lockers to vehicle storage. Contact or Email www.storageking.com.au
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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- 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

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