BELMONT BEC NEWS UPDATE - MAY, 2024



Quote of the month

"It's good to have money and the things that money can buy, but it's good, too, to check up once in a while and make sure that you haven't lost the things that money can't buy."

George Lorimer (1867-1937) American journalist, editor, author, and publisher - Editor of The Saturday Evening Post (1899-1936)

Women Changing the World Global Summit & Awards, UK

Congratulations to Carol Hanlon - 'Hall of Fame' Finalist

The Women Changing the World Awards will be presented by Sarah Ferguson, Duchess of York and Oprah Winfrey's all-time favourite guest, Dr. Tererai Trent, will celebrate and recognise women who are leading the way in making the world a better place for us all and inspire other women to answer the call to take action. Carol will also be a Panel Speaker at the Women's Global Summit. **View Press Release**

Looking to increase your sales? Export your goods or services?

FREE ONLINE EXPORT WEBINARS Thursday, May 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

Growing business between Australia and Southeast Asia

Read about Landing Pad opportunities, Export opportunities in SE Asia, International partnerships, and other opportunities supported by the Australian Government - learn more **here**.

Belmont Business 'Ask an Expert' Sundowner

You are invited to join us on 29th May, 5pm-7pm

Promote your business, make new business contacts, and gain Export opportunities. Meet our Great Speakers, Award Winners & Finalists; **FREE Entry**: Nibbles Provided. **Bookings Essential**

Venue: Empire Bar, 220 Great Eastern Hwy, Lathlain

Door Prizes: $250 Digital Business Voucher; $200 BEC Membership

FINAL CALL: Like to present at our 20th designedge Innovation Festival?

Our BEC, TCF & BPW Network are invited to be a speaker during our **20th designedge Innovation festival** will run 3 months July to September to our national & global network. Sessions can run live or recorded online. Sponsor Opportunities available. **E: Carol Hanlon**

FINAL CALL: Sponsorship Opportunity 31st Belmont & Western Australian Small Business Awards 2024

Like to sponsor a category in the 31st Annual Belmont & Western Australian Small Business Awards providing recognition to small businesses across WA. Launching June, Finalists and Winners announced 30th October. Gain extensive promotion and marketing opportunities for your business **View 2023 winners & sponsors Further info contact Carol Hanlon**

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?



BELMONT BEC AUCTION ONLINE – Secure your Mother's Day Gifts at bargain prices!
Accommodation, diamond watch, ballroom dancing lessons, fitness memberships and heaps more fabulous offers. All proceeds assist BEC & TCF provide support services to small businesses. **www.becauction.com**



FINANCIAL REVIEW

The top seven business trends for 2024
There are some business sectors primed for major political, social, and economic developments over the next 12 months. Seven themes we envisage will make big, and ongoing, news in 2024, with the best- and worst-case scenario for each and the people most likely to shake things up in each industry are **here**.

GoTo

How to avoid the top 6 scams targeting small businesses
We lose over $7 billion to scams targeting small businesses every year. And yet eight out of 10 small business owners think it's other businesses that are more at risk. This is the result of a common misconception. Too many business owners imagine scammers only target those corporations large enough to be worth ripping off. But larger corporation are also harder targets. **Like this**.

Carbon

6 strategies for small businesses to deal with inflation.
If you're a small business owner, it's likely you're feeling the pressure of uncertain economic conditions, rising costs and the impact of inflation. For many small businesses, the natural reaction to inflation is to raise prices for their products or services; however, this can cause you to lose customers and make it difficult to survive in completive markets. **Strategies**.

aibef

Facilitation Focus Newsletter
* Workplace harassment could send your business to the wall.
* Is leadership important to achieve business success?
* Brainstorming and how to do it right.
* Passwords on sticky notes = the road to hell.
* 5 ways to increase the size of your transaction.
* What 21 days of focus can do for small business growth.
Read articles here.



Are you making a profit?
Just because you are making sales or signing up clients doesn't mean you are making a profit. In fact, it doesn't even mean you are breaking even! This is why knowing your numbers is very important when running a small business and also changing your mindset from "making money" to bringing in a profit. This will allow you to plan ahead and also tweak your pricing accordingly. **Details**.

FRIENDS of Belmont BEC

Welcome to our Friends of Belmont BEC Members: Julia Berkhout, Jewels Business Support; Dorcas Prosper, D H Holistic Care; Claudia Lok, My Home Buyers Agent; Hao Huang, Success AC and Refrigeration Pty Ltd – Get involved with our not-for-profit organisation & BEC Connect - receive promotional opportunities, discounted training vouchers, low-cost mentoring. Members can access 30-60mins free with Accountant, Lawyer, HR and IP specialist. Bronze, Silver, and Gold Levels available. Subscription is tax deductible. **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**



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**

BPW
Western Australia
&
BPW Business Incubator

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 115 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**

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 Sachhin Gajjaer from the forthcoming -
'1001 Business Tips from 101™ Cyber Security IT
Emphasise insider threat awareness Insider threats are often overlooked in favour of external cyber threats, but they can be just as destructive. It's essential to educate your employees about the potential risks associated with insider threats, including unintentional data leaks, negligence, and malicious intent. By doing so, you can help ensure that your employees are aware of the steps they can take to protect sensitive data and prevent a security breach.

Top 50 Small Business Leaders 2024 Nomination Form
We are looking for a leader of any Australian business with between 1-20 F/T employees. and those who have overcome significant challenges or made a positive impact. **Nominate yourself, or someone you know. Nominate here!**



How to create a QR code for your small business
QR (Quick Reference) codes are going strong as an affordable way to give potential customers more information about your business. Whether for contactless restaurant menus or touch-free transactions, QR codes are now easier than ever to use. With most smartphones, you just need to position the code within your camera and a URL will automatically generate. So when it comes to your small business, a QR code can be an effective tool in getting your products or services out there and boosting your brand. The answers to why and how are **here.**

Looking for investment opportunities
Last year, Perth Angels supported 8 companies (with four more in the works). Now it's your turn to secure early-stage investment from their local investor team! Our May 22nd event is set to be a game-changer, allowing you to connect with like-minded individuals and savvy investors who are all about innovation and growth. Details and registration **here**. Website is **here**. Or email any queries **here.**



REMINDER: 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 featured in our Newsletters. Interested to share your expertise and gain exposure? **Contact** Carol Hanlon



12 cyber readiness strategies for your business
You've heard that cyber threats are on the rise, you know you need to be prepared – but where do you start? Building a cyber readiness plan, educating your team, and securing passwords are some of the things you can do now to prepare. Cyber threats aren't going away any time soon, but these 12 strategies can help protect your business in the event that it becomes a target….**here.**

Cyberwest Summit, 2024
With cyber threats constantly evolving, it's more important than ever for business leaders like you to stay informed and prepared. That's why we've tailored the program to align with the **Six Pillars of Cyber Resilience**, ensuring that you gain the knowledge and practical skills needed to **reduce the risks of cyber attacks**. Whether you're interested in learning about threat **intelligence, incident response, or compliance best practices**, there's something for everyone at CyberWest Summit 2024. **Details.**

The best inflation busting strategies for small business owners
When running a business, it's important to understand how inflation can impact your bottom line. Inflation refers to the increase in the prices of goods and services over time. It can lead to higher costs for raw materials, increased employee wages, and other expenses that can eat into your profits. This article will provide you with the best inflation-busting strategies to help you protect your bottom line. So, let's dive in and learn more about how to beat inflation as a small business owner….**now!**

The small business guide to growth
According to a recent study, **Small Business Growth Trends**, small business leaders are still seeing opportunity and feeling optimism despite economic challenges faced over the last few years. While 65% of small businesses surveyed report being profitable in 2022, more than 31% of businesses with five or more employees expect to grow soon. Regardless of the current size of your business, it's still best to plan and structure so that you're ready for the future. When it comes to growing a small business, a little proactively will pay off in the long run …16 tips are **here.**

Corporate Communication Experts workshops
Thriving at work: learn how to succeed no matter what life throws at you Tuesday, 28 May 2024, 9.00am to 12.00pm. Discover how true resilience, a learnable and practicable skill, can redefine your professional success and prevent you from burning out.. **Details.**
Thinking and speaking off the cuff
Friday, 31 May 2024, 9.30am to 4.30pm, you will learn and practice techniques that will help you speak spontaneously with greater confidence and clarity, regardless of content and context. **Details.**
Both a Liberty Flexible Workplaces- 1060 Hay Street.

Why managers should involve their team in the decision-making process Decision-making is a critical component of every managers day-to-day. Whether reshuffling the department's budget, delegating tasks, or implementing a new strategy, the daily choices managers make have a direct impact on their organisation's success. In a survey by management consulting firm McKinsey, only 28% of executives touted the quality of their company's strategic decisions - 60% reported that bad decisions are about as frequent as good ones. **Article.**

10 ways to get your business back on track
Running a business can be risky, and many ultimately end in failure. Fortunately, when things go awry, it's almost always possible to get your business back on track to a successful, profitable, and lucrative future. If your business has taken a turn for the worst, don't throw in the towel just yet. First, try the following ten techniques for getting it back on track….**here.**

Small business guide to delivery and logistics services
This site looks at the cloud services that can give you a competitive edge by transforming how you manage orders and deliveries. Delivery and logistics can be labour-intensive functions, but much of that effort (and cost) can be eliminated through a digital transformation project. **Here.**

Reasons for staff dismissal
One of the most important aspects to being an employer is knowing the intricacies of dismissals, which is when the employer ends the employee's employment, and more particularly, if there are valid reasons for dismissal and if the dismissal process is fair. Dismissal is defined in the Fair Work Act 2009 (the Act), and there are many Fair Work Commission decisions to indicate that it can be risky for employers to terminate employment, so it is important that you understand the circumstances in which it may be appropriate to dismiss an employee. **How?**



Could the four-day work week do more harm than good for Australian small businesses?
As the buzz around the four-day work week reaches fever pitch, businesses must carefully consider the full implications that such a work model could bring. Though promising, research on the benefits of the four-day work week on productivity and work-life balance don't apply to businesses across the board. For small businesses in particular, this model triggers several unintended consequences that

seriously raise the question: could the four-day work week do more harm than good? **Article.**.



How to attract Millennials to your business
Millennials are far from the unreliable job-hoppers they're often made out to be. While employees from the noughties may hail from a generation unfamiliar to your own, it pays to understand what makes them tick and how you can attract them to your business. If you want to recruit Millennials you need to accept the things they value differ greatly to that of Gen X and Baby Boomers. A list of top tips to securing the best Millennial talent are **here.**

A guide to solvency: what it means for your business
Solvency is a vital component for businesses of any size. Learn what solvency is, how it differs from liquidity, and why both are important for your business. Solvency, like liquidity, examines a business's ability to pay its debt, although solvency concentrates on the ability to meet long-term obligations, while liquidity focuses on the ability to pay short-term obligations. Measured by ratios, financial solvency is important for the long-term survival of any business. Learn more.



The best city in Australia to start your business
Reckon analysed and researched the 50 largest cities in Australia to see which city is the best for starting a business. Launching a small business is a big challenge. Location can vastly affect talent attraction, internet quality, affordability, and historical success rates of small businesses. They analysed data from the 50 largest Australian cities across 18 metrics, scoring each on a 0-100 scale. Their findings reveal the best city for launching your business, aiding you in selecting the ideal location for your venture. **Learn where!**

What is QR phishing and how does it work?
In the last few years, Quick Response (QR) codes have become ubiquitous. From restaurant menus to advertisements, these pixelated squares are everywhere, offering a convenient way to access websites, make payments, or even connect to Wi-Fi networks. However, with great convenience comes great risk. Recently, a new threat has emerged: QR phishing. **How?**

***Women In the Digital Economy Fund is committed to closing the gender digital divide by scaling evidence-based, proven solutions that improve women's livelihoods, economic security, and resilience*. Round one funding is open through May 6, 2024**
We aspire to shifting the trajectory of digital ecosystems so that women and marginalised populations, including youth and young women; disabled, indigenous, LGBTQI+, and rural women, have equitable access to safe, affordable, and meaningful online participation. To realise these goals, the WiDEF Consortium is announcing the first round of grant funding available for solutions working to close the gender digital divide. **Learn more**



SME optimism cools as revenue and profitability soften
After a robust start to the year, 30% of SMEs have reported weaker revenue in March compared to 12 months earlier. Profitability has also diminished, with 27% of SMEs experiencing a loss, an increase from 22% the previous month. Accordingly, many SMEs continue to adopt efficiency and cost-cutting measures, including discontinuing unprofitable products/services (26%) and streamlining business operations (23%). **Full report.**

2024 Inside Australia online shopping
To provide insights into the current and future state of commerce, this report uses information from a range of sources, including delivery data from the Australia Post Group. While spending may have slowed, more Australian households are shopping online than ever before, with 8 in 10 households making an online purchase in 2023. The increasing number of households shopping online confirms that behaviours established during the COVID pandemic are here to stay. **Report.**



6 keys to digital transformation strategy for small businesses
Digital transformation is essential for businesses of any size to stay relevant and competitive in today's market. Yet for a small business with a limited budget, it could sound like an intimidating undertaking. However, you simply can't ignore the benefits of using the right technologies in your business. It'll help you improve efficiency, lower

costs, increase productivity, improve customer experience, and ultimately, boost profits. **Like this!**

How does inflation impact small businesses?
11 ways to turn rising costs into growth.
The concern from the small business community is completely warranted. Inflation disproportionately affects small businesses in a multitude of ways – and more rising costs appear to be on the horizon. However, it's possible to often leverage these challenges into growth opportunities. This article breaks down common challenges that inflation presents for small businesses and offers some solutions that can help them stay competitive during difficult times…**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. **www.aibef.org.au**

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

SPECIAL OFFER - STORAGE KING PERTH AIRPORT
Winner of the 2023 Facility of the Year Award.
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.



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 May - 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

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Belmont Business Enterprise Centre Inc.

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