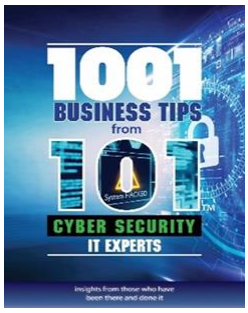
BELMONT BEC NEWS UPDATE - NOVEMBER 2024

CONGRATULATIONS WINNERS & FINALISTS

31st Belmont & Western Australian Small Business Awards, 2024
Congratulations to all our Winners & Finalists in 31st Belmont & Western Australian Small Business Awards 2024, an exciting night celebrating business excellence and community achievements.
Winners Media Release



NEWSFLASH - GLOBAL LAUNCH - FREE eBOOK
1001 Business Tips from 101™ Cyber Security IT Experts
FREE eBook for small businesses with tips from 101 global cyber security experts to help small business owners and their staff stay cybersafe. **Media Release**
www.mybusinessincubator.com.au/1001
1001 Business Tips was developed by MY Business Incubator® Cyber Security Training & Mentoring Project, a national project delivered by Belmont BEC Inc. - supported by the Australian Government Department of Industry, Science, Energy & Resources through the Cyber Security Business Connect and Protect Program. Published by Belmont BEC Inc.



NEWSFLASH - GLOBAL LAUNCH - FREE eBOOK
Marjorie Charleson
A Tribute to a Legend of WA Racing
A trailblazer and remarkable woman who played a major role in the golden era of WA Racing in the 70's-80's, recently inducted into WA Racing Hall of Fame. Media Release
www.belmontbec.com/marjoriecharleson
Trailblazer, Actress, Media, PR, Documentary Filmmaker, Publisher, Editor, Thoroughbred Racing Promoter An Inspiration to All -Published by Belmont BEC Inc.



Belmont Business 'Ask an Expert' Sundowner – **Nov 27th, 5pm-7pm Promote your business, make new business contacts and gain opportunities.** Guest Speakers, Meet 2024 business award winners & finalists. **VENUE: Firehouse Restaurant, Country Comfort, 249-263 Grt Eastern H'Way, Belmont (Cnr. Hardey Rd) Bookings Essential FREE Entry, Door Prizes.**

Global Sourcing Expo Australia, Melbourne, 19-21 November
The Global Sourcing Expo is a must-attend event for industry professionals associated with buying and global sourcing of apparel, textiles, home, and giftware products. This is an opportunity for buyers to learn about sourcing options for their business, and to network with different countries and suppliers. TCF Australia will also be delivering Free Export and Import Workshops during Global Sourcing Expo, Melbourne. **Website**.

TCF Australia FREE Import & Export Workshops at Global Sourcing Expo, Melbourne. Presenter Paul Smarrelli on behalf of TCF Australia
NOV 20 - Introduction to Importing & Exporting, 10.30-12
BOOKINGS
NOV 21 - Import & Export Guide for Small Business, 10.30-12
BOOKINGS



BELMONT BEC ONLINE AUCTION - PUT IN A BID NOW!
Looking for Xmas Gifts - 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**



International Men's Day - 19 November
International Men's Day (IMD), celebrated annually on November 19th, offers an excellent opportunity to spotlight the challenges, achievements, and contributions of men in society. **Website**.

14 Steps to boost Australia's small and family businesses
Small business owners feel acute pressure to 'do it all' and to keep up the appearance of being fine even when they are struggling with the big responsibility of business ownership and viability, their mental health and team wellbeing. The livelihoods of others – family, business partners, employees, and suppliers – depend on them. **Learn more**.

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?

Signs you might be struggling with your mental health as a small business owner or sole trader
The unique challenges you face, those faced by many small business owners and sole traders, can lead to stress. Too much stress, or stress that goes on too long can increase your risk of developing a mental health condition. It can also make an existing mental health condition worse. Prolonged period of stress can lead to burnout. Learn more about the signs and symptoms of burn out **here**.

Five ways to tackle rising costs in your small business
Around the world, businesses have been suffering the effects of rising costs. Inflation, the pandemic and the war in Ukraine have mounted pressure on the economy, shifting the bottom line for businesses in all industries. According to the Australian Bureau of Statistics (ABS), 97 per cent of Australian businesses anticipating price increases said they were being driven by non-staff related expenses. **5 ways**.

10 ways to generate more sales leads for your business
A sales lead is a person or business that could purchase your company's goods or services. A lead becomes a prospect once you've identified their level of interest and fit as a customer for your business. You can use different methods to identify sales leads, including advertising and marketing, cold calling, social media, referrals, outreach and networking, consultations, and product/service trials. **Like this**.



**"Do the best you can until you know better.
Then, when you know better, do better."**

Maya Angelou (1951-2014) American writer, poet and civil rights activist

Export Market Development Grants – OPENS NOV 12
Information, including Grant Guidelines and opening dates, are now available for the next EMDG round, Round 4. This gives potential applicants the opportunity to understand the changes and new eligibility criteria, and to prepare to apply. You'll find some of the key information in the newsletter. There's more detail on the Austrade website, including factsheets, videos and webinars…**here.**

Welcome to the new Friends of Belmont BEC, Tiana McDaid, BMD Plumbing and Gas; Richard Kingsley, Yellow Dog Enterprises - BENEFITS OF BEC MEMBERSHIP – Members can access 30-60 free advisory with an accountant; lawyer; HR specialist; or IP Attorney to discuss your issues. Members also receive free webinars during the designedge innovation festival, free business sundowners, buying mission opportunities, access to mentoring at discounted rates, supply chain linkages. Bronze, Silver & Gold Levels available. Membership is tax deductible.
Membership Subscription
Welcome to our New Members
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

Can you Help?
Christmas hamper Collections - non-perishable food items
Belmont BEC & BPW Belmont are assisting Jacaranda Community Centre, 146 Epsom Ave. Belmont with their community collection for non-perishable food items to assist in making 350 Christmas hampers for those in need. Hamper items: tinned ham, rice, pasta, jelly, custard, soft drink, anything festive, toys or small gift for disadvantaged women. Drop your donations off at Jacaranda or at Belmont BEC, Cloverdale.

A lifetime of giving in a single wrap
Looking to create a bigger impact this Christmas? Perth's newest social enterprise, Giveagain, has just launched its reusable fabric gift wraps made from deadstock cotton and featuring designs by local artists. These wraps are the ultimate eco-friendly alternative to tackle the 150,000 km of single use wrapping paper Aussies waste each year. Better yet, 20% of Giveagain's profits or website **here**. are donated to local charities, making every purchase count. Contact email **here**.

Inside Small Business Magazine, Spring 2024
With many small businesses doing it tough right now, we hope you'll enjoy hearing some uplifting tales of entrepreneurs who have overcome the odds. This issue, chats with five small-business owners that have fought back against challenges and come out stronger on the other side. **Here**

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**

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.**

Facilitation Focus Newsletter
This month covers: "**Building a Winning Culture**" (page 2) and on page 6 we ask "**What Are The Drivers In Your Business?**"
Read these articles - and more - **here**.

AI for small business: a beginner's guide
With the recent advancements in AI, there's no denying that it's an increasingly powerful and versatile tool that's here to stay. Companies of all sizes have used AI in business to a degree for some time now, but as its capabilities, popularity, and access grow, many are wondering how to implement AI for their small business. **Explanations.**

22 modern strategies to increase sales with existing customers
Whether through personalised marketing messages, cross-sells, loyalty programs, or other innovative methods, tapping into your current client relationships opens up a wealth of opportunities. Get ready to transform your approach and unlock new potential within your business! Delve into proven techniques that can help you cultivate stronger relationships with your existing customers, foster loyalty, and ultimately increase your sales. **Here**.

Cyber Sushi - (serving up the cold facts, with some phish bytes) In this issue: *The Devil you Know - Cybercrime in a domestic and family violence context. *Scams, Screams and CROC in the Northern Territory. *How IDCARE can help your small business: Free webinar invite. *Why do we believe scammers? Sharing insights with the world. *Behind the Mask: A Guide to New and Trending Scams. *The News and Views You Didn't Want to Miss. **Here!**

How to set clear and actionable goals for your business
Whether you're starting a new company, or growing an existing company, you must juggle many tasks.
You can defer some tasks until later, but there are a few tasks you should prioritise immediately. For example, you should establish your overall business goals for the next twelve months. There's a lot of competition vying for people's attention. You'll have to work hard to break through the noise. **Set goals.**

Register free for AWS Web Services - range of options
Amazon Web Services (AWS) is the world's most comprehensive and broadly adopted cloud, offering over 200 fully featured services from data centres globally. Millions of customers - including the fastest-growing start-ups, largest enterprises, and leading government agencies - are using AWS to lower costs, become more agile, and innovate faster; exclusive access to these insightful sessions and more is just a click away. Create a free account **here**.

How to set up digital loyalty programs for success
Digital loyalty programs, or virtual customer loyalty programs, aid businesses in keeping customers interested and committed for the long haul. This post, uncovers the essentials of these programs, explores their benefits, and guides you through effective implementation strategies. This blog is your resource for understanding how digital loyalty programs can enhance customer relationships and drive business success. **Dive in.**



Tip by Chani Simms from -
'1001 Business Tips from 101™ Cyber Security Experts
Identify your crown jewels Understand what your most critical assets are - your "crown jewels." These are the assets that, if compromised, could have the most significant impact on your business. Identifying and prioritising the protection of these assets is the first step in building a robust cybersecurity strategy. Ensure these assets are given the highest level of protection and regularly review their security status.

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**

Obstacles are opportunities: take your business to the next level
Only after we overcome struggles does it become clear that success can come as a direct result. In fact, dealing with obstacles of varying degrees and urgency is a requirement to succeed in both life and business. Once you get through enough, you realise that even the worst-case scenario can have a positive solution. ….. and see obstacles as opportunities. **Actions**.



Courier options: a guide to parcel delivery for small businesses
There is an accelerated growth in Australia's e-commerce industry as more and more Australians opt to make purchases from home. And for retailers in this space, there's now plenty of postage and courier

options to get these purchases delivered. A guide to the options on offer for start-ups and small and medium businesses is **here**.

Generative AI for security: Implementing a phased
This eBook offers actionable, tactical guidance for implementing generative artificial intelligence (AI) using a phased approach. Readers will also learn about real-world customer case studies and applications using solutions available in AWS Marketplace. Learn how to identify potential security vulnerabilities, implement appropriate safeguards, and ensure compliance with relevant regulations and standards… download from **here**.

Caution small business against "too good to be true"
Nearly 90 per cent of all scams reported by CommBank's business customers in FY24 came from small business, with more than half of their losses going to investment scams. The data, which looks at the number and types of scams reported by CommBank small businesses in the last financial year shows investment scams, phishing, and business email compromise continue to be the most prevalent scams targeting Aussie small business. **Report**

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
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 November- 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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