



## BELMONT BEC NEWS UPDATE - MARCH, 2026



### Quote of the month

"The harder you work, the luckier you get."  
**Gary Player**, Golfer, born 1935.



### Belmont Business 'Ask an Export Expert' Sundowner

**18th March, 5pm-7pm - BOOKINGS**

Promote your business, trade opportunities and business contacts and gain new opportunities. Great Speakers and Networking.

**VENUE:** Firehouse Restaurant, 249-263 Grt Eastern Hwy, Belmont  
**FREE ENTRY**, Door Prizes, Nibbles, Happy Hour Drinks, Bar Prices.



### BEC NATIONAL EXPORT ONLINE Training & Mentoring Project

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

**FREE WEBINARS - Thursday, 19th March, AWST (Perth Time)**

#### BOOKINGS ESSENTIAL

1) Introduction to Exporting: 9.30-11.30am **BOOK**

2) Export Guide for Small Business: 12-2pm **BOOK**

3) Writing your Export Marketing Plan: 2.30-4.30pm **BOOK**

Can't make the date? **Request a Recording**

Register for **FREE ONLINE Export Mentor**

**BEC EXPORT FLYER** **EXPORT MEDIA RELEASE**



### Economic Forum on VN - WA Trade & Investment Opportunities

**12th March, 5:45pm – 8:30pm Ibis Hotel, 334 Murray St, Perth**

A high-impact economic forum bringing together government representatives, industry leaders, and business innovators to explore real trade and investment opportunities between Vietnam and Western Australia. connect with manufacturers and suppliers, explore outsourcing options, or build strategic partnerships in one of Asia's fastest-growing economies. [Website](#).

### 'LIVE' AI Webinar Series 'AI for Everyday Business'

**The 24/7 Service Desk: Handling Enquiries While You Sleep: \$110**

**10 March, Tuesday, 9-11:00am (AWST Perth) BOOKINGS**

Stop letting leads go cold. Learn to configure intelligent auto-replies that maintain a warm, human tone. We will also master the art of responding to Google Reviews, turning feedback into a competitive advantage in seconds, regardless of how difficult the customer is.

**Chat with Your Spreadsheet: Insights Without the Headache: \$110**

**17 March, Tuesday, 9-11:00am (AWST Perth) BOOKINGS**

Data is only useful if you can read it. We will show you how to securely interrogate your spreadsheets using natural language. Stop wrestling with formulas and simply ask, "Which day was my busiest?" or "Identify where I'm losing margin." Get CEO-level insights on a DIY budget.



**Build Your Own Digital Receptionist: Never Miss a Lead Again: \$110**

**24 March, Tuesday, 9-11:00am (AWST Perth) BOOKINGS**

Revolutionise your customer service with a 24/7 receptionist that never sleeps. In this interactive workshop, we will actually build a secure chatbot tailored to your business knowledge to answer FAQs and capture leads. Zero coding required, total business transformation.



### FINAL CALL - Sponsorship Opportunity

#### 33rd Belmont & Western Australian Small Business Awards 2026

Join us to sponsor a category in the 33rd Annual Belmont & Western Australian Small Business Awards in 2026 providing recognition to small businesses across WA. Launching June and running through to October. Gain extensive promotion and marketing opportunities for your business. [View 2025 winners & sponsors](#) Further info contact [Carol Hanlon](#)



### I AM WOW 2026: MARCH 7th, Wattle Grove, 10.30-5pm

#### Join Ms. Ellevation for I AM WOW 2026: ELEVATING WOMEN, BUSINESS AND COMMUNITIES.

Held for International Women's Day, this launch honours diverse women, young achievers, and their cultural edge in leadership, communities, business, and personal impact. Enjoy delicious foods, entertainment, and meaningful community connections in a vibrant, celebratory atmosphere. Bring a friend, build new connections, and join our powerful community—[Register Now!](#)



### United Nations CSW70 - NGO FORUM, March 10th

#### Topic: Economic Empowerment of Women Entrepreneurs, Gender Equality, and the Sustainable Development Goals

Carol Hanlon, Founder/CEO, TCF Global, Belmont BEC Inc & BPW Business Incubator will be hosting our annual NGO Forum in New York. Global speakers from USA, South Korea, Malaysia, Iran, Chile and Australia will provide updates on projects that support women around the globe. [MEDIA RELEASE](#) [EVENT FLYER](#) [SPEAKER PROFILES](#). Like to know more about NGO CSW visit [www.ngocsw.org](http://www.ngocsw.org)



### 25 free and low-cost marketing ideas for small businesses

You need to spend money to make money, or so the saying goes. For the most part, that's true: getting your products, services and brand in front of potential customers is usually a matter of paying for advertising or investing in professional marketing services. This can be a challenge for small businesses that may not have a huge budget to work with. Thankfully, there are other ways to spread the good news about your business. 25 ideas are [here](#).



### Welcome to BEC members - Claire Whareaitu; Morgan Spencer

#### BENEFITS OF BEC MEMBERSHIP - Members can access 45-60mins

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. [Join](#)

### BEC invites its network to link with its Social Media pages

BEC FaceBook [Link](#)  
BEC LinkedIn [Link](#)



### Sanjeevani 2026, Chennai, Tamil Nadu, India, March, 26-28

An international event on healthcare and wellness. The event is being organised by the Ministry of Commerce, Government of India, and will bring together the global healthcare ecosystem, including hospitals, wellness centres, telemedicine providers, medical tourism companies, health IT services, insurance companies, healthcare consulting firms, and other key stakeholders. [Details](#).



### TCF Mission – support and benefits

#### Global Sources Hong Kong shows – April

#### World-class AI, innovation and lifestyle sourcing

Check out the wide range of international fairs and trade shows [here](#). Register for shows in Hong Kong for: Consumer electronics, Mobile electronics, Home and kitchen and Sports and outdoor – [Contact TCF](#).



### India Sporting Goods Fair, 31 March – 2 April

Sourcing sports goods from India: cricket, football, hockey, badminton, tennis, table tennis and other field sports; sportswear, fitness and training equipment & accessories, etc. Indian sports equipment is used at the highest level of professional sporting events and training academies, including the Olympics and World Championships. [Website](#).



### Are you a Speaker or Presenter?

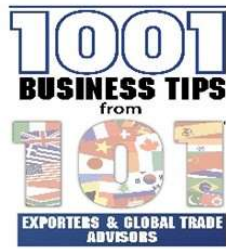
#### REMINDER - Like to present during 22nd designedge Innovation Festival?

BEC, TCF & BPW Members are invited to register interest in being a presenter or speaker during our 22nd designedge Innovation festival, which will run 3 months July to September to our national & global network.

Speakers can present LIVE or recorded ONLINE. [View 2025 Festival Sponsor Opportunities also available.](#) Contact [Carol Hanlon](#)



**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. **By the Hour: Online or Phone Face** - Phone [www.belmontbec.com/mentoring](http://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](#)



### Marketing strategy vs business strategy: A quick guide

Many small business owners struggle to understand the difference between marketing strategy and business strategy. They often treat them as the same thing. But they're not. So, this guide breaks down both strategies in simple terms, to show you how they work together, and help you create a plan that delivers real results for your business – [learn how](#).



### 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?](#)



### Protecting the planet together!

Reverse Garbage is making a difference in the world by reducing waste and creating change in the way we look at resources. Their mission is to inspire sustainable living and foster creativity by educating about reuse. This internationally recognised not-for-profit creative reuse centre is dedicated to diverting commercial and industrial waste from landfill and giving it new life. [Info](#).



### 50 simple, budget-friendly ideas to build a positive company culture

Creating a positive company culture is something that some business owners believe happens naturally without effort, or that it is a second priority after increasing profits. Some dismiss opportunities to improve culture due to their preconception that it requires a lot of money to do properly. [Ideas here](#).



### For businesses facing financial difficulties

If your business is facing financial trouble, you should take action straight away. This will give your business the best chance of getting back on track. It's important to get advice. There are free services that can give you advice about managing your business's finances. If you're feeling distressed and overwhelmed, contact a mental health support service. [Learn more](#).



### Email security for small businesses

For small businesses, securing email accounts is crucial for protecting sensitive information and maintaining client trust. Cyber threats are constantly evolving, and a compromised email can lead to data breaches, reputational damage, and financial loss. This guide offers practical tips for enhancing email security, helping small business owners safeguard their communications and maintain a secure digital environment. By taking proactive steps, you can reduce risks, protect your business's reputation, and keep your email accounts secure and resilient. [Actions to take](#).



### Small business cash flow

Managing the finances of a business can be very different from managing your personal banking and comes with a unique set of challenges and considerations. This article walks you through the basics of cash flow management and the importance of cash flow forecasting, as well as providing a few handy tips for staying on top of your incomings and outgoings, plus a free template – [here](#).



**1001 Business Tips from 101™ Cyber Security IT Experts**  
**FREE eBook for small business with tips from 101 global cyber security experts to assist small business owners and their staff to remain cybersafe.** [www.mybusinessincubator.com.au/1001](http://www.mybusinessincubator.com.au/1001)



**Newsletter from the Australian Institute of Enterprise Facilitators**  
 To learn about the Institute in the first newsletter for 2026, plus The Six Steps in Facilitation, What is Risk Management and more - [Click](#).



**Sarah tried using AI to help customers. Within months, she ditched it.** More and more workplaces are leaning on artificial intelligence to complete tasks such as onboarding and to fill the roles of customer service agents and human resources, with the technology now moving far beyond being a novelty chatbot. But not all businesses are sold on the idea, with some rejecting AI over concerns that it can be difficult for customers to use and can create unnecessary confusion for both staff and clients. [Article](#).



**The Cyber Sushi**  
 Scams and Vulnerability: Who's Really at Risk  
 Behind the Mask: New and Trending Scams  
 Ask Dr Lacey: "Is this person real or a scam?" [Learn here](#).



**Guide to insurance requirements for businesses**  
 Navigating the intricate world of business insurance can seem daunting, yet understanding the essential insurance requirements is crucial for safeguarding your company's future. Whether you're a burgeoning startup or an established enterprise, having the right coverage is a legal necessity and a strategic advantage. This guide will empower you with insights into the types of business insurance available, from liability insurance to workers' compensation insurance, ensuring you make informed decisions tailored to your unique needs. [Tips](#).



**Workers and employees in the construction industry**  
 Incolink is the safety net for the building and construction industry, keeping workers' entitlements safe for when they need them most. For employers, the Worker Injury Management Service helps you navigate worker compensation and get your staff back to work sooner. [Details](#).



**Small Business News**  
*A word from the Ombudsman*  
 Welcome to the first edition of Small Business News for 2026. The start of a new year gives us the chance to reflect on the challenges of 2025 faced by the enterprising women and men who make up 97% of all Australian businesses. You remain the driving force behind local jobs, community vitality and regional prosperity – and your resilience in the face of rising costs, shifting customer expectations and growing regulatory demands has been extraordinary. This entrepreneurial energy should give us confidence that 2026 can be a year of renewal, momentum and reinvestment across the sector. [Here](#).



*Another tip by Vincent Scott -from the now published -*  
**'1001 Business Tips from 101™ Cyber Security Experts**  
**Guard your bank transfers very closely.** Bank transfers rather than cheques are becoming increasingly common. Guard your bank transfer information. View ANY email requesting a change in bank transfer information with extreme scepticism. Even if it looks perfectly legit, pick up the phone and dial a number you know (not from the suspect email), and verify that it is legit. Every time. Complex scams around this are standard attacks against small business. Don't fall for it.



**GROW mental wellbeing programs**  
 GROW is the premier provider of intentional peer-to-peer support to promote hope, mutual help, and recovery for good mental health for people throughout Australia. Their mission is to enable people and communities to grow, recover and maintain good mental health. [Contact](#).



### Arctic wolf 2025 threat report

This extensive report takes a deep dive into the types of cyber-attacks Arctic Wolf® incident response investigated this year, why certain industries are targeted with certain kinds of tactics, techniques, and procedures, and what organisations around the globe can do to harden their defences in this changing threat landscape. Download the report with threats to your business [here](#).



### Websites that you may find useful

**Your all-in-one free AI photo editor.** Create professional photos and bring your ideas to life effortlessly... [here](#).

**PDF, video, image and other online tools** to make your life easier – [here](#).

**AI text to image or AI text to video** AI free tool – [here](#)

Free icons and illustrations. Design freely with instant downloads – [here](#).

**Get the latest AI news**, understand why it matters, and learn how to apply it in your work. [Here](#).

An online **image-to-text converter** to extract text from images – [here](#),

**Download almost ANY premium software** from [here](#).



### Tips you may find useful

**Needing something different on your desktop?** Open the Microsoft Store. Search for Lively wallpaper. Select, Click and Install.

**Find any risky or unstable software.** Windows + R. Type Sigverif. Enter.

*Save this for later* – **If you turn on your computer and see a blank screen**, try this: press the Windows key + Ctrl + Shift + B all together.

**Free up space** – Press Windows key + R / enter shell:appsfolder – this will show all apps on your computer, so you can manage or uninstall any unwanted.



### Priorities for the 2026–27 Budget

The Council of Small Business Organisations Australia (COSBOA) has set out its priorities for the 2026–27 Federal Budget, outlining the policy settings needed this year to ensure small businesses can remain viable, competitive and confident to invest. Read the brief report [here](#).



### Small business and the Fair Work Act best practice guide

This best practice guide is for small business owners and managers. It explains your basic obligations under the Fair Work Act and how you can take a best practice approach to employment and workplace issues. [Details](#).



### Myth or fact: flexible working arrangements

Flexible working arrangements can support employees to balance their work and personal lives. It's important to understand the legal requirements for flexible work arrangements and how they can benefit your business. This article busts some myths about common flexible work arrangements. [Learn more](#).



### How Payday Super works

Payday Super is a change to how you calculate and when you pay your employees' super guarantee. From 1 July 2026, you must pay employees their super guarantee on payday, at the same time as their salary and wages. *Super guarantee is:* calculated as 12% of an employee's qualifying earnings (QE), which is a new term that brings together ordinary time earnings (OTE) and other payments paid to an employee's super fund on payday and received by the super fund within 7 business days (unless an extended timeframe applies, such as for new employees.) [More information](#).



### Stream the Best of AWS re:Invent

All content from Best of AWS re:Invent is now available to watch at your own pace, including Jeff Barr's comprehensive summary of AWS re:Invent's most important announcements and AI innovations. [Learn more](#).



### Reduce your business energy costs by 20% - 40%

**FREE Access Energy Efficiency Webinars** [Contact us](#).



### STORAGE KING PERTH AIRPORT – special % offer

#### Past Winner - 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.

**Phone Email, W: [storageking.com.au](http://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 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 your Training**  
Members receive **FREE** webinar below during **March** - [Contact us](#)  
[www.belmontbec.com/webinars](http://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](#)
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- [Sourcing in Asia via HK](#)
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- [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](#)
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- [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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Inc.

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Cloverdale WA 6985  
Ph. 08 9479 3777  
[www.belmontbec.com](http://www.belmontbec.com)