



Home Based Business Network

June Newsletter

Issue 5, 2009

Welcome to our June 2009 Newsletter. During the last month the Network has held two promotional events. A display at the Small Business Book Club in Windsor on the 28th May and another at the Arndell School Fete on the 30th May. Both of these events allowed us the showcase HBBN and the benefits of coming to our meetings and becoming a member. Members, who supplied their brochures and business cards, were promoted gaining valuable publicity for them. We will let you know when the next promotional event is taking place.

Its a busy time ahead with the end of the financial year approaching. Get some advice from the ATO at our next meeting to help you work through this period.

Please feel free to pass this newsletter on to any associates and friends that may be interested. Comments are welcomed. Please reply if you have any suggestions.

Regards
HBBN Committee

Next Meeting

Our speaker for this month is Graeme Reese from the ATO - Australian Taxation Office.

Date: 9th June 2009
Time: Networking from 6.30pm
Where: Tebbutt Room, Deerubbin Centre, Windsor
Cost: Members - \$5.00
Non members - \$10.00
A light supper is provided.

Meetings are held on the second Tuesday of each month from February to November.

Next Month

Lin Seesink will be our speaker for the meeting on the 14th July. Lin is an image consultant with the Australian Image Company. www.insync.sgml.net.au



Contact Leroy and his team on 4578 0222 or
www.allclassinsurance.com.au

Member Directory

**Kurmond
Communications**

Jeff Conolan

P: 02 4573 1380

**ARTWORK
DESIGN**
PRINT - INTERNET
DVD PRODUCTION

Call Steve & Gloria
02 4578 0228

Quill Writing Services


Carol
Dorman

02 4567 0160

Grace Perkins

**Natural
Therapist**

P: 02 4572 3494

Whats on in June

3rd June	<p>Activity Statement Essentials & Business deductions essentials - Free seminar Richmond</p> <p>To Register contact www.ato.gov.au/busreg or call 1300 661 104</p>
9th June	<p>Monthly Hawkesbury HBBN Meeting</p> <p>Speaker: Graeme Reese Australian Taxation Office</p>
16th June	<p>Unleash the Publicity Beast Within</p> <p>Speaker: Viktoria Darabi Time: 8:30am - 10:30am Western Sydney Business Centre Contact - Mangala Srinivasan - 8843 1116</p>
14th July	<p>Monthly Hawkesbury HBBN Meeting</p> <p>Speaker: Lin Seesink Image Consultant</p>
28th July	<p>The Rise and Rise of Personal Branding</p> <p>Speaker: Viktoria Darabi Time: 8:30am - 10:30am Western Sydney Business Centre Contact - Mangala Srinivasan - 8843 1116</p>
11th August	<p>Monthly Hawkesbury HBBN Meeting</p> <p>Speaker: TBA</p>



Speedboard Machining

Wayne Wagstaff

02 4577 4647

Regal Video Productions

Ian Stewart

02 4578 0490

Inspire someone today

motivational-stuff.com

Kerrie Butler

Life Coach

0421 592 065



Free tax support for small business

Book your free business assistance visit [here](#)

1. Go to the ATO site www.ato.gov.au
2. Click on the business tab
3. Scroll down and click on the link as shown above or type the address below

<http://www.ato.gov.au/businesses/content.asp?doc=/content/77828.htm>



For advice on Superannuation and Financial Planning call Chris on 4572 2763 or www.clfs.com.au

Clever conversation starters when networking

The key to networking success is being a good conversationalist and showing genuine interest in another's business and knowing when to talk about your own . So do you know any good conversation starters?

One thing's for sure - networking is not for wallflowers! Everyone, but especially those on the shy side, need to practise talking and listening so they can become better conversationalists.

All things being equal, people like to do business with friends. When things are not quite so equal, people *still* like to do business with friends.

The question you have to ask is: How can each person benefit as a result of connecting with me?

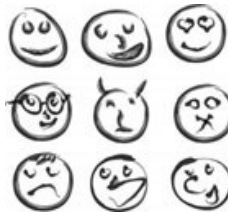
The conversation starters you ask the people you meet at networking functions *always* need to be about them and never, ever about how you can find a way to sell them something!

Take serious note: this is not just about business networking. This is a life strategy to use with anyone, anywhere and anytime. Real opportunities lie in your ability to build very effective and meaningful relationships with key contacts who can and will identify new opportunities for you, be those personal or business.

Back to business networking. During the first part of the conversation, only talk about the other person. Ask them what they do and how their business is doing. Think of areas you are uncertain about within your business and ask how they handle this. For example asking "How do you find new customers? is a conversation starter that may even give you some new ideas!

Here are four great conversation starters:

- "Hi, what business/industry are you in?"
- "What do you enjoy most about it?"
- "How did you get into it?"
- "Who are you looking to connect with today?"



Spend a little time with each new prospect. Listen and learn. Soon, you'll have a whole room who can't wait to talk to you, and of course you won't mind that at all, will you?

Business networking is really simple. You can make the most of it by:

- Recognising that everyone you meet is a potential, useful network contact.
- Creating "win, win" opportunities to give and receive favours.
- Practising the "give without expectation" philosophy of great networkers.
- Operating with complete integrity.

Do you have any conversation starters or tips that work for you?

For more from Jack Fraenkel, head to www.flyingsolo.com.au, Australia's online community for solo and micro business owners.



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Are you using legal software?

Using pirated computer software (or student versions) in a business may constitute a criminal offence. Below are some details of the fines.

Under the Copyright Act offenders may be liable for

- Fines up to \$93,500 and /or up to five years imprisonment for individuals
- Fines up to \$467,500 and/or up to five years imprisonment for companies.

(source <http://www.bsaaustralia.com.au/>)

But there is good news. A program called OpenOffice is free to use. It has many features just like the Microsoft Office suite except the price tag. I have been using OpenOffice for over 5 years now. I have never had a problem with it. All my old Microsoft Office files are compatibly with it. You can download from:

<http://www.openoffice.org/>

Sounds too good to be true!! Well it is very good and it's true. You can run both OpenOffice and Microsoft Office on the same PC. They will not interfere with each other. This newsletter is created in OpenOffice which includes a PDF program.

Save a fortune and try it today. If you have any questions I can be contacted at angela3675@bigpond.com

For more from Angela Follett head to www.computercoach.com.au



**"If we wait for the moment when everything,
absolutely everything is ready, we shall never
begin."**

Ivan Turgenev

Lola Conolan

**Garment
Maker**



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