



Home Based Business Network

November Newsletter

Issue 11, 2009

Welcome to our November 2009 Newsletter. Superannuation is a huge topic and hopefully Chris will be able to help you discover the best path for you to take. I hope to see you all at our last meeting for 2009.

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

Angela & the HBBN Committee

"The future belongs to those who believe in the beauty of their dreams."

~ Eleanor Roosevelt

Monthly Meeting

Our speaker for this month is Chris Lambden. He will talk about superannuation options for small business and self-employed people.

Date: 10th November 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

Christmas Party.

Sponsors



Contact Leroy and his team
on 02 8852 2900 or
www.allclassinsurance.com.au



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



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What's it like doing business with you?

Reading Robert Gerrish's article about 'feedforward' and the value of projecting an image that's consistent with your personal branding reminded me of an encounter I had with a soloist, which prompted me to ask "What am I like to do business with?"



I met Jane (not her real name) when I joined a monthly networking group. Conscious that an upcoming holiday meant I was going to miss the next meeting, Jane was one of several members that I set out to meet one-on-one so that it wouldn't be two months before we could connect again.

Although Jane was initially enthusiastic about my invitation to catch up, pinning her down to a time and place turned out to be tough going.

She was busy in the few weeks leading up to my holiday, so we arranged that I'd contact her on my return. At that point, she wasn't forthcoming in suggesting days, times or locations that would suit her, which made things slightly difficult, but I was happy to take the initiative and offer some options.

In return I received a novel-length email telling me that the coffee shop I'd nominated was "not in her zone" and a blow-by-blow description of ALL the tasks and appointments she had on her schedule.

Far too much information! By now I was starting to feel that connecting with me was just another chore on Jane's to-do list, and my enthusiasm was waning.

In the end, I suggested we simplify things and talk on the phone (BYO coffee!), and again suggested some suitable times.

Two weeks later, I'm yet to receive a

reply to my email, and have been left with a bad taste in my mouth!

But actually, Jane has taught me a valuable lesson about the lasting impressions created during even the most fleeting of interactions, and their potential impact on my business.

I'm aware that the judgements I've formed about her may not be accurate, but nonetheless my impression of Jane is that she's difficult to deal with, and I question what she'd be like to work with. I no longer have much desire to get to know her, and the whole experience means I'm unlikely to recommend her to potential clients either.

I suspect Jane is oblivious to the effect she's had on me, and the impact it could have on our future professional relationship. That awareness has made me reflect on my own communication with those who want to connect with me.

My availability to spend time with people in person or on the phone is limited to the two days each week that my baby is in childcare – and of course these are the only days I have for my client sessions too. I can see there have been times where I may have been "hard work" to connect with myself, and that this may well have damaged potential relationships or limited my work opportunities.

I don't want others to be burdened by my limited time constraints, so, thanks to Jane, I'm now consciously asking myself whether I make life easy or difficult for the people I interact with. Do I seem interested and engaged? Do they leave me feeling valued and important?

It is easy to get caught up in your own world and your own priorities, but take a step back and stand in your clients' and suppliers' shoes for a moment. How could *you* make yourself easier to do business with?

Linda Anderson is a Certified Professional Coach dedicated to helping people live bold and rewarding lives. Linda has an energetic and direct style of coaching which suits people who like to be challenged. For more from Linda go to www.flyingsolo.com.au.

Whats On

6th November	Social Media Tools Workshop 9 - 11am Penrith Contact John Todd Ph (02) 47215011 Fax(02) 47312144 Email: jtodd@penrithsmallbiz.com.au Website: www.penrithsmallbiz.com.au
10th November	Monthly Hawkesbury HBBN Meeting Speaker: Chris Lambden Financial planning and Super for forward planning for home based businesses.
17th November	Structuring Your Business for Profit, Protection & Sale 6 - 9pm - Windsor Contact Hawkesbury Chamber of Commerce Ph (02) 4578 7878 Email: membership@hawkesburychamber.com.au Website: www.hawkesburychamber.com.au
25th November	Time Management Workshop 6 - 9pm - Richmond Contact Hawkesbury Chamber of Commerce Ph (02) 4578 7878 Email: membership@hawkesburychamber.com.au Website: www.hawkesburychamber.com.au
5th December	Christmas Party - East Court Chinese Restaurant. 5th December at East Court Chinese Restaurant in Richmond. \$29 per person or Members and partner \$40.00. All monies due by 10th November.

Noticeboard

Just to let you know that on Saturday 17th October Danielle Griffiths had a baby girl. She was 7lb 2 oz and they named her Emily Violet mother and baby doing well.

Wendy Robertson, Up-To-Date Bookkeeping, was a founding committee member of our Network. We were informed that she passed away recently after a long illness. Our condolences were sent to the family.

Christmas Party - East Court Chinese Restaurant in Richmond. \$29 per person or Members and partner \$40.00. All monies due by the November monthly meeting (10th Nov 09).

Associate Membership - This new type of membership is now available. Its for people who are interested in joining our group but do not have a business. The fees are \$20 joining fee and \$5 per meeting. An associate member can upgrade to a full membership at any time. This type of membership is open for younger people. They must be Year 9 and above. Under 17's must be accompanied by an adult. Check the website for more details.

Advertise here

Contact Angela hbbn@bigpond.com

Member Directory

<p>Garment Maker</p>  <p>Lola Conolan 02 4573 1380 www.lolaconolan.com.au</p>	 <p>CHILDS PEST SERVICES PTY LTD 02 4577 7910</p>	 <p>Kurmond Communications Jeff Conolan P: 02 4573 1380</p>	 <p>Steve & Gloria 02 4578 0228</p>
 <p>Janice - 4575 1421</p>	<p>Up to Date Bookkeeping</p> <p>Contact Wendy 0407 486 467</p>	 <p>Carol Dorman 02 4567 0160</p>	<p>Natural Therapist</p> <p>Grace Perkins 02 4572 3494</p>
<p>Speedboard Machining</p> <p>Disability Equipment, Refurbishing, Customising & Service</p> <p>Wayne Wagstaff 02 4577 4647</p>	<p>CASA Chris' Admin & Sales Assist</p> <p>Chris Lord 0410 559 486</p>	 <p>Ian Stewart 02 4578 0490</p>	<p>Natural Massage</p>  <p>Angela Follett 0413 881 987 www.naturalmassage.biz</p>
<p>Life Coach</p> <p>Kerry Butler</p> <p>0412 592 065 www.kerrielife coaching.com</p>	<p>Westcorp Security Services</p> <p>Jason Cornelius 0434 542 222</p>	<p>Sane Software</p> <p>Sam Gillham 0418 643 528</p>	<p>Flymoat Pty Ltd</p> <p>Spiro & Misoo Kokkinins 0413 606 883</p>
<p>Teroma Pty Ltd</p> <p>Dr Michael Brennan 02 4588 6229</p>	<p>Naturopath</p> <p>Judith Dwight 02 4573 1922</p>	<p>Angel Touch Aromatherapy Massage</p> <p>Wilhelmina Pennings Clinic 4575 4154 0410 344 160</p>	<p>Party Elves</p> <p>Tracey Cornwall 0437 376 212 www.partyelves.biz</p>

Contact



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