



EXPO

DATE: Thursday 12 May to
Friday 13 May 2011

TIMES: 11.30am Thursday to
3pm Friday

LOCATION: Doltone House
223 Belgrave Esplanade
Sylvania Waters NSW 2224

EVENT OVERVIEW: A Business to Business Event, combining an expo, functions, seminars and networking. Focussing on business owners and decision makers across all industry sectors based in Southern Sydney and those looking to extend their market in Southern Sydney.



SPEAKERS

Thurs 12 May Lunch
Kevin Sheedy AO

Fri 13 May Breakfast
Ross Dawson



EXHIBIT

Build your brand awareness and attract new customers as an exhibitor.



EVENTS

Don't miss this outstanding opportunity to build networks with other business leaders.

PROUDLY BROUGHT TO YOU BY:



*St George &
Sutherland Shire*

The **Business Enterprise Centre - St George & Sutherland Shire (BEC)** has been supporting business in Southern Sydney for over 21 years and was awarded 2010 Best Metropolitan BEC in Australia. The BEC is an independent organisation that strongly focuses on creating local business opportunities, providing appropriate advice, training and support for business from start ups to large established businesses in Southern Sydney. Our mission is "helping businesses in our community to prosper and grow".

www.becsmallbiz.com.au

EXHIBITOR PACK

WHAT IS THINK BUSINESS?

The Business Enterprise Centre St George & Sutherland Shire (BEC), together with Doltone House Sylvania Waters, have answered a great need in the Southern Sydney business community to create the Think Business, B2B Event. It combines a Business Expo, Workshops and sponsored activities including a Business Lunch, Cocktail Party and Breakfast, hosted by Doltone House in Sylvania Waters.

This Event is aimed at all level of business from start ups to successful, established businesses with high turnover, as well as any businesses interested in increasing their market share in the South of Sydney.

OUR AIM IS

- To foster and deepen positive, sustainable relationships within the local business community.
- To assist you to find your perfect business match.
- To increase sales and grow your market share.
- To consider how you will do business in the future – how and what.
- Create an environment where business people can create meaningful business alliances.

FEEDBACK THINK BUSINESS 2010

73.3% of those who attended the expo thought it was either Excellent or Above Average.

"I have to say the atmosphere was inviting, all the business owners with stalls just seemed to be super engaging and very approachable, and were willing to give their time when I approached their stalls. I look forward to next year's event." Shelley Britton, expo attendee

**82.7% thought the Corporate Events were either Excellent (54.3%) or Above Average (28.4%)
91.25% thought the Corporate Events were either Good Value for Money (60%) or Average (31.25%)**

"The event was very well run, extremely well presented and very professional. I have heard since from people who weren't there that they regret not going so this is a fantastic sign. Congratulations to Maria and the team for all the hard work."

87% of workshop attendees thought they were either Excellent or Good (48% Excellent; 39% Good)

"I learned a lot of things in that presentation that improved my networking skills, which I am currently using when attending networking events."



VENUE

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DOLTONE HOUSE

Experience Doltone House's hospitality at its finest by attending any one of the three major functions, lunch, cocktail party and breakfast.

Doltone House is a spectacular location for meetings, conferences and events for 10 to over 750 delegates. Discover a timeless classic, a private place and secluded location. The elegant atmosphere of Sylvania Waters has charmed guests over time since 1968. Sylvania Waters is one of the exclusive prestigious locations in the Doltone House venue collection. Well known for its many beautiful waterfront properties, the suburb is built around Gwawley Bay and is characterised by a 'quay style' ambience.

The foyer frontage and the waterfall feature is a great first impression leading to a great impression of our dedication to excellence. There are two event spaces located on the upper level. The well maintained parquet floors and original timber bar areas offer a uniqueness that may be used separately portioned into two areas. Each area has its own bathroom facilities and break out rooms.

VISITORS TO THINK BUSINESS

Our target audience is Southern Sydney business owners, department managers and leading decision makers across all sizes and industries. We are also targeting Greater Sydney, Illawarra based & regional companies interested in extending their market share in the south of Sydney.

Southern Sydney has a wide range of un-tapped potential in all sizes of businesses and across many industries. This event will promote and support local suppliers to meet and utilise each other's services and contacts, in a low cost networking environment including seminars and workshops. Southern Sydney is ripe with opportunities with its close proximity to Sydney Airport, Port Facilities at Port Botany and Transport Infrastructure.

AUDIENCE ATTRACTION

- Only event of its kind in Southern Sydney.
- Over 50 exhibitors,
- World renowned speakers,
- No cost workshops.
- Brought to you by organisers with a reputation for high quality innovative events.
- Opportunities to build profile of your Business.
- Business Networking.
- Outstanding hospitality provided by Doltone House.
- Free entry to expo



WHAT VISITORS TO 2010 THINK BUSINESS SAW AS ITS STRENGTHS

- Practical and well delivered free workshops
- Excellent exhibition stands with a range of high quality exhibiting businesses (48 stalls)
- Stimulating and refreshing guest speakers
- Fantastic networking opportunities
- Superb venue with excellent food
- Very well organised event
- Substantial exhibitors and welcoming atmosphere
- Government assistance on display
- Informative and entertaining corporate functions
- Fantastic exposure for exhibiting businesses

EXHIBITOR PACKAGE INCLUSIONS

COST : **\$880 per Exhibitor Package for 2m x 2m stand** (inc GST) Upstairs
 \$550 per Exhibitor Package for 2m x 1m stand (inc GST) Downstairs

INCLUSIONS 2m x 2m space or 2m x 1m space includes:

IN EXHIBITOR Booth style: Octanorm walling with white infill panels

PACKAGE:

- 1 x 150 watt light (or track)
- 1 x Sign with Company name (up to 25 characters)
- (Note: You can order a furniture pack or furniture display accessories from Morgan Expo at addition cost. Contact Morgan Expo on 9564 5444 or email info@morganexpo.com.au & mention you are exhibiting at "Think Business" on 12/13 May at Doltone House).
- 1 ticket to the VIP Cocktail Event (further tickets are available for purchase)
- Website entry with hotlink and logo
- Passport listing – handed out to every visitor
- Marketing collateral in show bags

EXHIBITOR'S EXPRESSION of INTEREST

Please sign this document to express your interest to exhibit at Think Business 2011.

I _____ (Print Name)

Wish to apply for



\$880 per Exhibitor Package for 2m x 2m stand (inc GST) Upstairs



\$550 per Exhibitor Package for 2m x 1m stand (inc GST) Downstairs

If you require more than one please add number to box provided

I acknowledge that this is an expression of interest only and my stall is not confirmed until I receive confirmation from the BEC & have paid in full.

Signature

Business Industry

Contact Name

Email Address

Business Name

Phone Number

Please email completed form to info@thinkbusiness.org.au or fax to BEC at (02) 9545 5988.