



EXPO

DATE: Thursday 12 May to
 Friday 13 May 2011

TIMES: 11.00am 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 AM

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

**ALLIANCE
 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

Date: Thursday 12 – Friday 13 May
Times: 11:30am Thursday to 12 noon Friday
Location: Doltone House, 223 Belgrave Esplanade Sylvania Waters 2224



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.

Major Sponsors

RMG PARTNERS – Lunch

Westpac Bank – Cocktail Party

Sullivan Dewing Business Builders - Breakfast

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.

GUEST SPEAKERS



KEVIN SHEEDY AM

Empowerment and Leadership in the Workplace

The Success of a business is largely dependent on the people behind the business. The team and its blend of skills, talents and commitment are what make a good business great. Learn from the Master team coach, Kevin Sheedy AM, how your leadership can turn your business team from good to great and reap the rewards.

KEVIN SHEEDY AM is one of the Australian Football League's most enduring figures. A player and coach over five decades, Kevin has an unsurpassed record of involvement in 1000 games and eight premierships. That involvement will be re-ignited in 2012 when he becomes the inaugural coach of the new AFL – Greater Western Sydney.

Kevin Sheedy began his career at Prahran Football Club in the Victorian Football Association in 1964. After playing in a premiership with that club, he transferred to Richmond in the Victorian Football League in 1967 and played 251 games before retiring in 1979. Kevin played in three winning grand final sides for the Tigers - 1969, 1973 and 1974.

He was the Skills Coach at Richmond when the club won the 1980 Premiership. In 1981 he was appointed Senior Coach at the Essendon Football Club, where he coached for a record 635 games during 27 years of continuous coaching. In that time the club completed in 19 finals series.



ROSS DAWSON

Creating the Future of Business

Powerful driving forces across business, technology and society are shaping our world. Online and mobile communication, globalisation, attitudes to the environmental, generational change, rising customer expectations and many more issues raise vital challenges for companies. However, these and other shifts also uncover extraordinary business opportunities. In this compelling keynote Ross Dawson shows what is shaping the future of business in your industry, and the steps you can take to succeed in this exciting world.

ROSS DAWSON is globally recognised as a leading futurist, keynote speaker, entrepreneur and authority on business strategy. He is Founding Chairman of four companies, including the leading future research and strategy firm Future Exploration Network.

Strong demand sees Ross speak frequently at major conferences and company internal events around the world. He is a best-selling author of books including the prescient *Living Networks*, which foresaw the social networking revolution, as well as *Trends in the Living Networks*, ranked as one of the top business blogs in the world.

Ross's frequent media appearances include CNN, Bloomberg TV, SkyNews, ABC TV, Today and Sunrise shows, Washington Post and many others.

ALLIANCE PARTNERS

\$2,200 GST INCLUSIVE

As a Think Business Alliance Partner, you will receive:

- One 3 x 2m Exhibitor booth (including all Exhibitor Benefits) in prime location.
- 2 tickets to the Cocktail event.
- Company logo on front page of website and specific promotional material (commensurate with sponsorship level).
- Promotion material in event show bags.

If you are interested in being the Sponsor for this event, please **complete the form on the last page of this document** and send to maria@becsmallbiz.com.au or phone Maria Cook or Lara Kilborn at the BEC office on **9545 5900**.

ALLIANCE WORKSHOP OPPORTUNITIES

As an additional extra, any sponsor may like to also be a workshop presenter at this event.

This great opportunity gives you an alternate method of showcasing your talent and skill set as well as additional exposure to the workshop attendees.

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THINK BUSINESS ALLIANCE PARTNER EXPRESSION OF INTEREST

I would like to be considered as a Think Business Alliance Partner as indicated below

- Alliance Partner \$2,200 GST inc
- Workshop Presentation

Business Details

Business name: _____

I _____ (Print Name) hereby acknowledge that this is an expression of interest only and that I will be contacted by BEC to offer me a sponsorship pack and that sponsorship is not confirmed until I receive confirmation from the BEC & have paid in full.

(Signature)

(Business Name)

(Email Address)

(Contact Phone Number)

Please email completed form maria@becsmallbiz.com.au or fax to BEC at 9545 5988.

