

***Solve some of your biggest business issues – come to this event.***

*Is your new business pipeline as full as you'd like?*

*Do you have enough raving business fans?*

*Are you as networked as you'd like to be?*

By the end of the day, you'll be able to;

- > Pitch your business perfectly in a minute or less
- > Develop new business with the right people
- > Convert your best customers into your groupies
- > Gain new business cards in record time

***And you'll have...***

*chatted to more than 150 local business people about your business – most of whom you probably won't have met before.*

The event is proudly hosted by



*St George & Sutherland Shire*

With the support of



***Biz*** **2** ***Biz***  
**NETWORKING EVENT**

**St GEORGE and SUTHERLAND**

*Is your business message getting across to the right people, the right way every time?*

*Are you over trekking to the other side of Sydney to do business?*

**Tuesday 28th October 2008  
12.30pm – 7.30pm**

**Hurstville Entertainment Centre  
MacMahon Street, Hurstville**



*St George & Sutherland Shire*

**Camille Valvo, MC**

Camille has international experience as a corporate emcee, accredited speaker and industry author. She was the 2006 president of the National Speakers Association of Australia, New South Wales chapter, and 2005 winner of 'MC of the Year'.



She is currently the international producer for the audio magazine, Voices of Experience, the leading global resource for professional speakers. Camille lives near the beautiful Royal National Park in Sydney with a multitude of wildlife including her husband and teenage daughter.

**Mariette Rups-Donnelly, Powerhouse Presentations**

Mariette Rups-Donnelly knows how to make people stand out in a crowd.



An actor for 30 years, she played leading roles in major musicals and plays and the title role in Evita - twice. As a teacher, she has worked in most of the best acting institutions in this country and with some of our best actors.

Now under the banner of Powerhouse Presentation, Mariette speaks, emcees, consults and runs a wide variety of workshops for companies and corporations, as well as individually crafted one on one sessions coaching others to present and perform.

You all know what makes a good speaker. Knowing what to do is one thing. Knowing how to do it is another. Find the courage to Speak Up, learn the skills to Speak Out and be inspired to Speak Well.

**Peter Polesel, Web Action Sales**

Peter Polesel has worked in both corporate and small business sectors for over 20 years. He specialises in helping small to medium sized businesses, and the odd corporation, compete effectively online with a variety of search engine visibility and website development services.



Prior to starting his own marketing and online consultancy, Peter worked in marketing and sales roles for a variety of leading companies including Hoechst, AMP, Knebel Kitchens, Pink Pages and Atlas Copco.

Peter's won marketing awards from the University of New South Wales and the advertising industry. His small business website clients have also been showcased in NSW Parliament and in the Sydney media.

His training workshops and seminars were featured in Small Business Week for several years. He has also lectured in sales, marketing, and consumer behaviour for Williams Business College, William Blue International Hotel Management School and NSW TAFE.

**Robert Gerrish, Flying Solo - going it alone in business**

Robert spent many years in a small, independent London marketing and design agency helping the big end of town build brands and launch products. But after acquisition by Saatchi & Saatchi and time spent as managing director, Robert felt his sense of freedom and creativity diminishing. He needed to fly solo.



In 1994, armed with lashings of bravado and a sketchy vision of a brave new world, Robert ventured off in search of a better way of living and working. That quest brought him to Australia where he's for dedicated his professional life to supporting those going it alone in business.

Robert co-authored Flying Solo - How to go it alone in business with Sam Leader and founded Flying Solo online, a place where Australia's growing solo business community\* can share experiences and build knowledge.

Today Robert works as a coach and consultant to solo and small business owners. He has more than 130 business articles to his name and is a well-known business commentator.

**Program**

**12.30pm Registration and Expo**

**1.30pm Official Opening & Welcome**  
*Maria Cook, Executive Officer*  
Business Enterprise Centre

**1.40pm Person to Person Networking**  
Making sure others see you as you want to be seen  
*Mariette Rups - Donnelly,*  
Powerhouse Presentations

**2.20pm Transforming Your Business Using Social Media**  
*Peter Polesel, Web Action Sales*

**3.00pm Afternoon Tea / Expo**

**3.30pm How to Start and Spread a Referral Virus**  
*Robert Gerrish, Author of Flying Solo – How to go it alone in business, co-authored with Sam Leader*

**4.30pm Speed Business Networking**  
Your choice of one of the four key industry segments for Speed Business Networking,  
**1. Professional and Business Products & Services**  
**2. Hospitality, Personal, Health, Beauty Wellbeing and Products and Services**  
**3. Trades and Lifestyle Products and Services**  
**4. Open Category**

**6.00 - 7.30 Cocktails / Networking / Expo**

**7.30pm Close**

**Event Registration Form**

**Bookings via form or website [www.becsmallbiz.com.au](http://www.becsmallbiz.com.au)**

**Please circle:**      BEC Member      BEC Non Member

**Name:** .....

**Business:** .....

**Address:** .....

**Tel:** .....

**Mobile:** .....

**Fax:** .....

**Email:** .....

**Cost (Inc.GST):**  BEC Members \$55       Non Members \$77

A limited number of exhibition booths are available for hire for \$400 (Inc.GST) please contact BEC. **Act now to avoid disappointment.**

No. of attendees ..... Total \$ .....

Please tick which speed business networking group you would like to participate in:

- Professional and Business Products and Services
- Hospitality, Personal, Health, Beauty Wellbeing and Products & Services
- Trades and Lifestyle Products and Services
- Open Category

**Please circle:**      Visa      Mastercard

Expiry date: \_\_\_ / \_\_\_

**Signature:** .....

Please send me information on BEC membership

**Business Enterprise Centre privacy policy.** Personal information is collected to process payments, issue tax receipts, send updates on BEC events and training opportunities. The BEC does not pass your personal information onto any other organizations. If you would like to limit the use of your information, please tick the box.

- Please do not add my details to the BEC database
- Please tick if you do not want your details added to list of attendees to be distributed at the event

**For catering purposes please return your registration at least two days prior to event. Refunds cannot be issued with less than 48 hours prior notice.**

Please fax or mail your completed registration form and payment to:

**Business Enterprise Centre**  
St George & Sutherland Shire Ltd  
PO Box 3263, KIRRAWEE NSW 2232  
Tel: 02 9545 5900 Fax: 02 9545 5988  
Email: [bec@becsmallbiz.com.au](mailto:bec@becsmallbiz.com.au)

*Looking for your perfect business match?*

**Come and try a new concept in speed business dating and pitch your business to your target businesses by selecting one of the four business groups.**