



There is something here to inspire, inform and entertain everyone.

Friday 16th July

Free Seminars all day from 10.15am - upstairs in the Winners Circle, Gold Coast Turf Club.

While you are at the Showcase be sure to take in one or more of these great seminars.

10.15am Family Businesses - A Spirit Of Innovation

Presented by Family Business Australia

Family Business Australia is the peak body for family and private business in Australia. Our members include multi-generational family businesses, first generation operators, multi-sibling/cousin owned businesses and their advisers.

10.45am When A Crisis Hits: Managing your customers, your workforce and the media

Presented by Consulting Hall

Would you know what to do if a crisis hit your business? This session from Consulting Hall will help you to be better prepared for when things go wrong.

Award-winning journalist Marshall Hall and human resources management expert Danielle Hall will outline some preliminary steps to help protect your company's public image and your relationship with your clients and your employees.

11.30am Working with MYOB in your business

Presented by Computer Training Options

This session will cover some of the basics in MYOB, to assist you to better manage your business finances. Topics to be covered include:

Banking Basics - handling cash sales, petty cash and credit card payments in your accounts.

Sales and Invoicing - Service, professional and inventory invoices; recording sales and payments; and sales reports: who are your best customers; which are your top selling products?

GST Reporting - Tracking your ongoing GST liabilities

Managing Reports - Understanding your profit and loss report, business balance sheet, and cash flow statements.

Preparing Your BAS - Set up the Business Activity Statement; check the accuracy of the data; then make your BAS payment

12.05pm The 5 Key Fundamentals To Business Success

Presented by David Bayne

David is CEO of the Business Fundamentals a Global Online Business Coaching Program, Business Coach and Mentor, joint venture partner and business owner of several businesses across the country and father of 5 young children.

After many years of coaching many small businesses to great success, David realised that there were a set of Business Fundamentals that needed to be adhered to achieve wealth and only a small percentage of business owners ever succeeded.

12.45pm Gold Coast Rapid Transit Project Update

Presented by Gold Coast Rapid Transit



The Gold Coast Rapid Transit project is moving along at an increasing speed having short-listed three international high quality teams who will bid to build and operate the system and tendered for \$150million worth of early packages to complete work along the corridor.

Anna Carroll, Communications Manager for the project will provide an update on the project and what lies ahead for the city.

1.30pm Your Website...Employee of the Month

E-Business for businesses

Presented by Val Saidor

With over 20 years of experience working on all level of IT from operational and design stages to senior management and architecture on complex multinational environments. Val has gained excessive experience and recognition in the IT industry while focusing on efficiency and complete deliverables. Focusing on the web technologies, accurate representation of businesses and business practices, Val has created a number of unique approaches to website design with the vision of helping SMEs profit from the technology and help reach their business goals.

**2.15pm Key Person Dependency - Will your business
outlive the demise of an executive or key
employee?**

Presented by Wealthfarm

Did you know that you have a high chance of becoming disabled for longer than six months?

How long would your business continue if you weren't working in it? One month, two months, maybe three?

At least 40% of small businesses have a critical dependence on a key person for ongoing business and balance sheet solvency.

Is your business one of the 40% and if so, do you have a risk management plan in place to protect your business against key person risk?

**3.00pm Business Excellence Through Funded Training
Options**

Presented by Institute of Business Excellence



Kay McCue is the CEO of the Institute of Business Excellence (IBE). IBE is a leading Registered Training Organisation that specialises in business and management qualifications for small to large businesses. Based in Queensland, IBE is recognised for providing business development opportunities, business performance and business sustainability.

IBE's purpose is to continually enhance the capabilities of individuals, teams and businesses now and for the future.

The seminar topic "Business Excellence through funded training options" will provide small to large businesses with options to provide training to employees that is cost neutral and leads to business excellence.

3.30pm Social Media Marketing - An overview

Presented by Cake Media HQ

An information session covering off on social networks that businesses are using on the Gold Coast as well as newer networks beginning to trend.

The session will also cover how social networks are being used and include information about the importance of social network policy creation within your business. A local case study will be highlighted to show how a well-managed campaign can lead to an abundance of new business and business contacts. We will also touch on the latest statistics and research to bring everyone up to speed with the online marketplace and opportunities.

4.00pm How to use tomorrow tools to get today's business

Think like a fish

Create a big business...from a little budget

Presented by Don Keady

During the past 2 years Don Keady - nominated "International Marketer of the Year" - has successfully delivered over 180 keynote addresses to conferences, seminars and business organisations worldwide. In total he has delivered thousands of speeches to companies, universities, conventions and businesses both large and small.

He is acknowledged as having a unique perspective on customer/client thought processes and his "Think Like A Fish" series has generated considerable recognition in how to successfully engage with today's busy consumers.

