



TCFWA NEWS UPDATE - NOVEMBER 2016

23RD BELMONT & WESTERN AUSTRALIAN SMALL BUSINESS AWARDS 2016

Congratulations to the Winners and Finalists



BEST MARKETING AWARD – Volunteer Task Force Inc.
MOST CREATIVE AWARD – Owl & Bear
TECHNOLOGY AWARD – Fortix
KARL FARRELL INSPIRATION AWARD – Spirit of the Streets Choir
VOLUNTEER OF THE YEAR AWARD – ED Connect Australia
MOST INNOVATIVE ENTERPRISE – Lust Pearls
COMMUNITY SPIRIT AWARD - Starick
BEST RETAIL BUSINESS – OPSM Belmont Forum
ACHIEVEMENT AWARD – Training For Me
HOME BASED BUSINESS AWARD – Hilton Plumbing
BUSINESS WOMAN OF THE YEAR AWARD – Nita Sams, Classic Bookbinders
BEST NEW BUSINESS – Airport Apartments by Aurum
ENVIRONMENT AWARD – R. Moore & Sons
SPIRIT OF AUSTRALIA AWARD – The Space Place Observatory & Cartref Park Country Gardens
YOUNG ENTREPRENEUR AWARD – Samuel Ong, Mustard Seed Podiatry
INDIGENOUS BUSINESS OF THE YEAR AWARD – Marr Mooditj Training
FASHION INDUSTRY AWARD – La Luna Lifestyle
WA RACING INDUSTRY AWARD – Paula Wagg
CUSTOMER SERVICE AWARD – WiseClick Training and WiseClick Business Services
BUSINESS MIGRANT OF THE YEAR AWARD – Crusty's Fresh Bread
INTERNATIONAL TRADE AWARD – In Balance Australia
ENTERPRISE OF THE YEAR – Optus Business Centre Perth
BUSINESS PERSON OF THE YEAR – Sharon Kais, Kais Contractors
JUDGES AWARD - Shanks Pony Tours



FREE Tax For Small Business Workshop - Monday 21st November - 1pm to 4pm

The workshop will look at: different business structures, registering your business, goods and services tax, income tax and claiming deductions, record keeping, how to prepare and lodge your activity statements. Booking is essential. Covers employer obligations, such as pay as you go, Withholding and superannuation, if employ people. Book Now – limited spaces www.belmontbec.com/events



Belmont Business 'Ask An Expert' Sundowner – 30th November, 5-7pm

You and your staff are invited to promote your business, listen to our great speakers and meet many other small businesses on the night. You will be invited to introduce yourself and your business to all attendees. Venue: The Belmont, 174 Wright Street, Cloverdale. Door Prizes. Free Entry. Register www.belmontbec.com/events



BPW Business Incubator
 ONLINE Retirement Income Planning for Women Project
www.bpwbusinessincubator.com/retirement



New Opportunity for Women to Learn About Retirement Income Planning

BPW Business Incubator ONLINE Retirement Income Planning for Women Project will provide mentoring, online training and forums for women in home-based, micro, small business, management or an employee. The Project aims to assist women in Western Australia to gain a better understanding of retirement planning issues, acquire better networking skills, improve

financial self-assessment, develop goal setting skills and ultimately have retirement plans for their future. To register for the BPW Business Incubator Retirement Income Planning for Women Training & Mentoring Project complete the Expression of Interest form at www.bpwbusinessincubator.com/retirement or [email us](#)



How to start your own fabric store

If you enjoy crafts, such as sewing and quilting, and feel there is a need for more choices of fabric in your local area, you might start your own fabric shop. You can offer your customers the choice to purchase fabric in store or by setting up an e-commerce website for them to shop at anytime. To read more - [contact us](#).



TCFWA Mentors, Business Advisors, Business Coaches

Discuss your business issues and concerns with your confidential advisor and develop your action plan for success. \$99 per hour

Book by the Hour – Online / Face to Face – Phone

www.tcfwa.com/mentoring



Five ways to get mall shoppers into your store

Rumors of the mall's demise have been greatly exaggerated. In fact, a recent study shows shoppers are spending more time at the mall than they have in years — not only to shop, but also for entertainment, dining out and socializing. Sure, we're about to enter the time of year when mall traffic is heaviest — back-to-school season and the winter holidays — but malls are enjoying consistent, solid traffic all year long. How can you take advantage of that traffic and attract more shoppers to your store? Here's what you need to know. To read the tips - [contact us](#).



Australian Government
Office of the Australian
Information Commissioner

Hello - Is it me you're looking for?

Many organisations may ask you to confirm your identity by providing personal information. This is a legitimate precaution to make sure they're talking to the correct person. HOWEVER: there are circumstances where this practice can be used by scammers - this year: over 40% of personal information scams have involved phones. To read your rights, Freedom of Information and protect your privacy - as compiled by the Office of the Australian Information Commissioner - [contact us](#).



National Bank Microenterprise Loan Program

Belmont BEC can assist eligible new and existing businesses access up to a \$20,000 loan for your small business. Like more information? - [contact Belmont BEC](#) Accredited Partner of the NAB Microenterprise Loan Program



Five Australian business ideas that made millions

The winning formula that goes into creating a business that not only succeeds but prospers financially isn't easy to replicate. Otherwise everyone would be doing it.

But sometimes start-ups go on to change lives, making their founders millions in the process. Here are the stories of five Australian business ideas that grew into multi-million dollar business ventures. Like the full article? [Contact us](#)



Successful entrepreneurs share their best small business advice

The best small business advice comes from your peers. Here are the best tried-and-tested approaches from successful Australian entrepreneurs. "Customer experience is the key to successful marketing. If a customer is happy, they will tell people. Is a customer is unhappy, they will tell people. Have your story told in a positive light." Like the full article? [Contact us](#)



43% of Cyber Attacks Target Small Business

Cybercrime is on the rise, and small businesses are increasingly becoming the target of hackers. Every business, big or small, needs to have multiple layers of protection in order to effectively safeguard them from these threats. When was the last time you checked your I.T. systems for any vulnerabilities? [Contact Qbit](#) to claim your free I.T. Health Check.



Twenty right and wrong reasons to start your own business

There are a myriad of reasons that motivate new entrepreneurs to pursue their dreams of launching a profitable company. Some reasons are better than others and, truthfully, some reasons are downright bad. Before making a decision that is difficult to undo, it's important to ask yourself the difficult questions and go through your underlying motivations for starting a business before making the leap. In doing so, you can protect yourself from unnecessary risk and you may just confirm to yourself why you should definitely become an entrepreneur. Like to read the detailed article? [Contact us.](#)



Why teaching kids financial skills is important

In a time of credit cards, internet banking and online shopping, children don't often see people buying products with physical money like notes and coins. This makes it harder for kids to get their heads around what things cost. They might see this invisible money as an abstract and unlimited resource rather than real money coming in and out of their family's bank accounts. To read the ASIC article - [contact us.](#)



The top reasons why most business fail (according to their founders)

Most businesses, especially start-ups that raise outside funding, are started with a great idea. They set out to solve a clear problem in a well-defined market, and they have a team of industry-experts that are ready to build their new solution. The founders are passionate, motivated, and committed to seeing through their vision. It's not for lack of wanting to succeed, that most businesses fail. The most common reason (over 42%) that failed business owners cite as the biggest contributor to their ultimate demise, is a lack of market demand for their product or service. To read more - [contact us.](#)



Twelve steps to improve your retail sales

Successful retailers aren't any more talented or intelligent than you are. They simply have learned to do things in a different way and make money in the process. To read the 12 steps in this article to improve your retail sales (you'll simplify your efforts, multiply profits, and increase the odds of success)....[contact us.](#)



Body language tips to boost your confidence

Feeling like your confidence could use a boost? Don't stress about it; we all feel anxious and less than fully confident from time to time. When we're in that situation, what we really need to get ourselves moving again with confidence is actually to do just that - to change the way our bodies are moving. To read the five body-language tricks to make you feel instantly more confident - [contact us.](#)



Bill Gates, Warren Buffett, and Oprah Winfrey - All Use the 5-Hour Rule

Just as we have minimum recommended dosages of vitamins and steps per day and of aerobic exercise for leading a healthy life physically, we should be more rigorous about how we as an information society think about the minimum doses of deliberate learning for leading a healthy life economically.

To read about the 'Five Hour Rule' - [contact us.](#)



Six powerful sales acceleration tips

Statistics and surveys show that customer experience is the main source of competition among businesses these days and customers are more demanding than ever when it comes to their experience with a company. These demands often go beyond the offerings of just customer service and have asked more and more of account managers, the main lines of communication between a client and a business. To read these sales tips - [contact us.](#)



Welcome to our new TCF Members - Tropice La Mode, Margaret Talbi; The Textile Institute Southern Australia (TISA), Mike Clifford;

Join your TCF Industry Association - receive buying mission opportunities, supply chain linkages, free training vouchers and access to fashion business mentoring for your business; Bronze, Silver & Gold Levels available; Membership is tax deductible. www.tcfwa.com/membership



Millennials start own businesses in wake of shaky job market

Millennials, who will make up 75% of the world's workforce by 2025, are increasingly breaking away from traditional employment and instead looking to work for themselves. A survey found that 66 % of respondents want to start their own business. The number of students studying law at university has outgrown the number of jobs available by a third. "So what's the other third going to do? Many of those will go out and start their own business". To learn about a successful example - [contact us](#).



FOR HIRE - Training & Meeting Rooms at Belmont BEC

Unit 3, 216 Belmont Ave., Cloverdale (free parking) [Contact Us](#)



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FREE Access to all nine topics Energy Efficiency

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Source: Fashion Snoops - like more info [Contact Us](#)



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** Special Offer to TCF Members – two webinars for the price of one during November \$30 – [Contact Us](#)

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