

**Commerce Ballarat News Bulletin
13 – 19 November**

Quote of the week:

"This is really a lovely horse and I speak from personal experience since I once mounted her mother."

Ted Walsh – Amateur Jockey and Horse Racing Commentator

Welcome new members:

[Ballarat Image Supplies Office Products Depot](#)

[Lighthouse Building Permits](#)

Commerce Ballarat Ambrose Golf Day

Midlands Golf Course

Friday 26 November

\$280 + GST (includes Golf, BBQ and drinks on course)

N.B Teams can only be hosted by Commerce members

Novelty holes and raffle to benefit **United Way Ballarat**

Limited numbers – Bookings close 12.00noon Tuesday 23 November

[Print Flyer](#)

505 Club

Tracy the Placement People

22 Camp Street, Ballarat

Thursday 9 December

5.30pm – 7.30pm

Members Free

Non-members \$15

An evening of networking and fostering relationships to grow your business.
Drinks and savouries provided.

"Mind the Gap: Why EVERY generation just doesn't get it"

Alexandria on Lydiard

30 Lydiard St Nth, Ballarat

Wednesday 9 March

12.00noon

Members TBC

Non-members TBC

Panel discussion about the generation gap, age differences and how to overcome these issues in the workplace. Representing Gen Y: Jessica Saad University of Wollongong and Melissa Abu-Gazaleh Best Catch Foundation. Representing Gen X: Glen Walker, Maxitrans, and Jeff Pulford, City of Ballarat.

B.L.E.N.D

WHK

21 Armstrong St Nth, Ballarat

Wednesday 9 March

5.30pm – 7.30pm
Members Free
Non-members \$15

Guest speakers: Jessica Saad University of Wollongong and Melissa Abu-Gazaleh
Best Catch Foundation

Are you 39 and under and looking for an opportunity to share ideas and impressions of today's business world? Drinks and savouries provided.

Commerce Ballarat Race Day

Ballarat Turf Club

Thursday 14 April
Details TBC

Members News

New Member to Member Initiative

All members will now have the option to participate in our Friday member to member offer, **this is not a discount page** but an opportunity to value add. All Weekly Bulletin subscribers will receive in the mail prior to the 3rd December a membership card that they will need to show to be able to receive the offer.

Our aims are to encourage member to member usage, add additional value to CB membership and promote buying locally.

We may have to limit the number of offers per week if this initiative is successful, to participate send through your business logo in jpeg format and your offer in less than 25 words to Jodie@commerceballarat.com.au by 12 Noon on any Thursday. The page will commence on the 3rd December.

Ballarat Business Centre Fair Work Ombudsman Visiting Service

A representative of the Fair Work Ombudsman will be available for consultation on workplace relations issues to both employers and employees at the Ballarat Business Centre, 15 Dawson St Sth, on **Thursdays** weekly between 10am and 2pm. To arrange an appointment for this service please contact John O'Leary on 03 9954 2650 or email john.oleary@fwo.gov.au

Ballarat Cup Sunday

If you haven't already booked, pack a picnic and head to Dowling Forest this Sunday for the Sportsbet.com.au Ballarat Cup.
Forecast for Sunday Sunny Max 23

Sportsbet Ballarat Cup Calcutta

Date: Saturday 20 November
Venue: Sovereign Hill, Bradshaw St, Ballarat
Time: Pre-dinner drinks from 6.30pm
Cost: \$150 (three course dinner and drinks)
RVSP: Paul Stokie 03 8360 6132 or Ballarat Turf Club 5334 6273

Sails on the Lake New Year's Eve Party

Sails on the Lake are holding a New Year's Eve party and have booked a great Jazz band, "Bobby Ballinger's Swingin' Safari", for the night. Mark it in your diary more details will come shortly.

Fair Work equals more work for businesses

Recent research shows further evidence that the implementation of the *Fair Work Act* is time-consuming and expensive for business.

The Australian Human Resources Institute questioned nearly 1,000 human resources and industrial relations practitioners about their dealings with the *Fair Work Act*, and found:

- 66 per cent of respondents said they were devoting more time to industrial relations issues under the *Fair Work Act*.
- Only nine per cent said the *Act* had made their job easier, as opposed to 57 per cent who said it was harder.
- 53 per cent found dealing with industrial relations issues was more expensive, and nearly three-quarters said there was an increased need for legal advice as a result of the *Act*.
- Nearly 30 per cent said it was more difficult to manage workplace disputes, while another 54 per cent found the *Act* had made no change.

While the respondents saw modest scope for improvements in the immediate future as business becomes used to the laws, only 16 per cent of respondents believed they would spend less time on industrial relations and formulating contracts next year. Even more concerning is that more than half (53 per cent) of the respondents see the *Fair Work Act* having a negative impact on productivity growth over the next three years. [Read more](#)

Source: VECCI www.vecci.org.au

Five ways to become a more successful business

Being in business for yourself can be exciting... and more than a little scary. So what are some of the basics you can master to help you push forward, despite your doubts and fears? Here are five simple steps which, if you get them right, will quickly deliver better results for your business.

1. Adopt the right mindset

To adopt the mindset of an entrepreneur, you need to see challenges as opportunities, know the "rules of the game" of business, learn how to keep score and finally, learn how to have fun.

So... what are the "rules"?

- Sell things people want to buy (instead of things you want to sell);
- Know the cost of customer acquisition;
- Test and measure everything you do.

Then, you can "keep score" by focusing maniacally on your cash flow which, when managed correctly, will in turn lead to increased profits.

Finally, by making business a game you and your team can play – you can actually have some fun building your company. Try setting challenges like boosting cash flow ten per cent in a week, or seeing who can make the most calls to the most customers in a day... or having a contest to see who can create the best customer recognition system. All will help build up your team and your bottom-line. [Read more](#)

Source: My Business magazine www.mybusiness.com.au

Australian Bureau of Statistics

6345.0 Labour Price Index, Australia, Sep 2010

<http://www.abs.gov.au/ausstats/abs@.nsf/mf/6345.0?OpenDocument>

6302.0 Average Weekly Earnings, Australia, Aug 2010

<http://www.abs.gov.au/ausstats/abs@.nsf/mf/6302.0?OpenDocument>

Australian Chamber of Commerce and Industry

[MR145: ACCI Urges a Trade-Led Global Recovery](#) - 17/11/10

[ACCI Small Business Survey](#) - 16/11/10

[MR143: Opposition Paid Parental Leave Bill Welcome](#) - 15/11/10

Regional Industry Link

If you're not on it, how are you going to know about it?
Register on www.regionalindustrylink.com.au

Click [here](#) for current opportunities

Media

Publication: *The Courier* www.thecourier.com.au

Saturday 13 November

The Ballarat Show got off to a good start on Friday with thousands of people walking through the gates. At 9.30am, when the show opened, there were three 200 m long queues of people waiting to get in to the showgrounds. Show director Gerard Ballinger said a crowd as big as Friday's has not been seen for a long time.

Ballarat businesses have saved almost 800 million litres of water over the past three years. The **Central Highlands Water** annual report shows five industrial customers used 50 megalitres or more of water in the past year, compared with eight in the year to July 2007.

Monday 15 November

Ballarat's welfare agencies are expecting an increase in the number of people seeking their support after more than 40 workers at Hilton Fabrics lost their jobs last week. **UnitingCare** executive director Cliff Barclay said agencies around Ballarat would be receiving more requests of support in the next few months.

Twinkling Christmas lights, brightly coloured baubles and a huge Christmas tree are just some of the decorations that will liven up Sturt Street this holiday season. **Ballarat City Council** last week started to put up the decorations, which chief executive officer Anthony Schinck said would bring much joy to residents.

Secondary school students from across Ballarat and district have been paving the way for a bright future. Year 10 and 11 students across the region have planned their careers with help from the **University of Ballarat's** Regional Schools Outreach Program. The program aims to provide first-hand information from the University of Ballarat about the benefits of studying at university while encouraging students to consider further education.

People and Places

Haymes Paints 75th Anniversary celebrations

Tuesday 16 November

A **University of Ballarat** research team is undertaking a landmark study into the community effects of electronic gaming machines. The first-of-its-kind research is focusing on the introduction of pokies into a developing estate at Whittlesea.

Wednesday 17 November

Ballarat City Council has won a national award for its water recycling project at the Marty Busch Reserve in Sebastopol. The *savewater!* award was presented to the council at an awards ceremony in Sydney on Friday.

Friday 19 November

Who's in it today?

Ballarat Agricultural and Pastoral Society 2010 Spring Show official opening

Commerce Ballarat BLEND Networking event