

**Commerce Ballarat News Bulletin
16 – 22 October**

Welcome to the end of another busy week. Find out below what is happening in and around Ballarat, useful website links, members news and who made the media this week.

Quote of the week:

“After all, the best part of a holiday is perhaps not so much to be resting yourself, as to see all the other fellows busy working. ”
Kenneth Grahame (and Jodie Gillett)

Welcome New Members:

G.M.H Enterprises Gemma Hayman

505 Club

BJT Legal

38 Lydiard St Sth, Ballarat
Thursday 28 October, 5.30pm – 7.30pm
Members Free
Non-members \$15

You're all invited to attend an evening of networking and fostering relationships to grow your business. Come and see the recent renovations at the offices of BJT Legal and make sure you bring your business card along for the chance to win a door prize. Drinks and savories will be provided.

Info Comm Breakfast

Fair Work Laws and Modern Awards supported by Eureka BEC

Pipers by the Lake

Wendouree Pde
Tuesday 16 November, 7am
Members \$15
Non Members \$25

Stephen Mastwyk from the Fair Work Ombudsman's office and Peter Wilson, Managing Director at Nevett Ford Lawyers and accredited specialist in mediation, will speak on the new Fair Work laws and Modern Awards and the importance of complying with them.

The new laws and Modern Awards are proving to be extremely challenging and there are no easy shortcuts. If ever there was a time for company directors to ensure compliance with the Fair Work laws and Modern Awards, it's now.

Come along to this informative breakfast and learn more about this important topic.

B.L.E.N.D

CGU Insurance Ltd

1-3 Bath Lane, Ballarat
17 November
5.30pm – 7.30pm
Members free

Non-members \$15

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

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

[Print Flyer](#)

Members News

Commerce Ballarat has its first female Chair

Last night at our board meeting Barb O'Dwyer was voted in as the new Chair of Commerce Ballarat. We thank Simon Coghlan for all of his hard work in the chair over the past two years.

Other Office Bearers: Vice Chair Andrew Rowan, Treasurer Ben Brown, Secretary Dianne Gibney.

November B.L.E.N.D changes

Unfortunately due to work commitments overseas, Damien Lubeek from Interpath will not be able to speak at the November B.L.E.N.D hosted by CGU. We are working hard to find a replacement for Damien and further details will be advised.

Professional Development for Victoria's Chambers of Commerce

Commerce Ballarat has been involved in organising a professional development day for Victoria's local business associations at Parliament House in Melbourne on Monday 18 October. The day was attended by representatives from all over Victoria. It was the first time that such a gathering has been held and we are proud to have initiated the gathering. Discussions were held to help local business associations work more closely together, deliver value and services to members and improve relations with governments and government agencies. A lot was learnt and some new ideas coming very soon!!

Commerce Ballarat seeks EOI for Bookkeeping Tender

Commerce Ballarat are looking to put up for tender the bookkeeping function for Commerce Ballarat commencing 1/1/2011. It will involve 4 GST returns a year, end of financial year audit journals, group certificates and running the membership renewal invoices as a batch job and general backup for the team with queries. Our software is MYOB. It is expected that about 25 hours a year will be required.

If you are an accredited book keeper and can process GST returns then please send your quote as an hourly rate to jenny@commerceballarat.com.au

Uniting Care Open Garden Fundraiser

Date: 23 October

Venue: Moorilla Mists property, Dunnstown

Cost: \$10 adult, \$8 concession

More information: pdando@ucare.org.au

Put a spring in your step and step out to UnitingCare Ballarat's Open Garden fundraiser to support our meals for homeless people program - BreezeWay. Situated in Dunnstown, the stunning and innovative Moorilla Mists property will

be open for exploration and relaxation. Floral art demonstrations and Devonshire tea are included in the ticket price of \$10 Adults and \$8 Concession. Held on the last day of Anti-Poverty Week, all event proceeds will go towards disadvantaged people in the Ballarat Community.

Sports Central "Support Your Sport" night

Date: 26 October

Venue: North Ballarat Sports Club

Time: 6.00pm to 8.00pm

RSVP: supportyoursportballarat@elitesports.com.au by 12pm Monday 25 October

More information: 03 9421 3000 or codeofconduct@sport.vic.gov.au.

Join MC Nicole Livingstone, Victoria sports personalities and people from your local clubs for a panel discussion and Q&A on keeping community sport safe, welcoming and enjoyable. You will have the opportunity to discuss more on this topic, pose some questions that you think are important, and come up with some ideas on making community sport work for everyone.

University of Ballarat Alexander Rubinov Memorial Lecture 2010

Date: Monday 8 November 2010

Time: 5.30pm for 6.00pm

Venue: Geoffrey Blainey Auditorium, Mt Helen Campus, University of Ballarat

Guest Speaker: Professor Sid Morris, Emeritus Professor of the University of Ballarat

Cost: Free

RSVP: e.matuschka@ballarat.edu.au or 5327 9949 by 1 November (RSVP essential for catering purposes)

Karden Disability Support Foundation Trivia Night

Date: 26 November

Time: 7.00pm

Venue: Hollioake Park Tennis Centre

Cost: \$20 per person

Contact: 5331 7924

Come along to support our community focused organisation to continue to provide high quality services to people with a disability. Ticket price include light supper (you are also able to bring your own additional supper items). Drinks are available at bar prices. Tickets are available for purchase at the Karden office at 35 Mair St, Ballarat.

Work Safe Week 2010

WorkSafe Victoria will host 'Work Safe Week' from 25-29 October this year, in an effort to raise awareness about the importance of workplace health and safety. More than 100 free seminars will be held during the week, covering a wide variety of topics, including: strategies to provide a healthy workplace, programs to prevent stress and bullying in the office as well as manual handling seminars and sessions on managing return-to-work for injured employees.

Work Safe Week 2009 attracted more than 7,000 participants, and this year promises to be even bigger with educational seminars, conferences, panel discussions, breakfasts and barbecues across the state to highlight the importance of a safe and healthy work environment.

For more information, and to register for a free seminar or event, visit www.worksafeweek.worksafe.vic.gov.au

Victorian businesses invited to participate in a national workplace skills survey

VECCI, in partnership with the Australian Chamber of Commerce and Industry (ACCI), has launched a National Workplace Skills Survey, and invites you to participate on behalf of your business. Your contribution is vital to ensure that VECCI is able to develop informed policy and advocate on issues of importance and relevance to Victorian employers. The information collected will be used to evaluate skills within the current workforce, identify skill shortages and related challenges, and assess the quality of educational providers.

While VECCI gains feedback from Victorian businesses through a range of mechanisms, this survey will provide not only a quantitative measure of the workforce development demands of employers, but allow us to compare it to the experience of employers across Australia.

The information collected will be anonymous, and be used to inform policy development and advocacy efforts of VECCI, as well as ACCI and its member organisations. The Survey will take no more than 20 minutes to complete, and is open until COB Friday 26 November 2010. It can be accessed online at: <http://www.surveymonkey.com/s/DFSR3GY>

Business Tips – How to get your way at work, every time

Getting your way at work is not the most important aspect of a job, but these tips can help you make others see things from your point of view, which is beneficial in any workplace as it increases creativity and collaboration.

- **The power of saying no**
For some workers, the biggest challenge is saying no to their boss or co-workers. After all, we all want to be team players. No one wants to be thought of as unhelpful or unpleasant, so often we say yes out of obligation. Saying no can be quite daunting, except it shows that you are not one to be taken advantage of, and it can be a direct way to get what you want at work.
- **Winning an argument**
Everybody wants to feel they're making important contributions at work. Few things can be more discouraging than having your opinions or preferences consistently passed over. A key to winning a debate or argument at work is to listen more, and talk less. If you really listen to what the other person is saying, and not immediately jump in and defend yourself, you will have a higher chance of getting your point across. You should also always acknowledge the validity of the other person's argument.
- **Convincing your co-workers**
Finding resistance in the workplace is not a hard task. Whether it's about a new idea or changing a process, people are generally reluctant to try new things. The best way to convince people of new ideas is to focus on the overall benefits and how it will make you and your co-workers look better in the eyes of others. If you appeal to people's desire to be seen in a good light, you can't go wrong.

Here are some final ideas on how to get your way at work:

- **Be realistic**
Don't have unrealistic demands. Know your company, its management and the resources it has available when you are contemplating an idea.
- **Have a plan**

Whether it's a proposal for a new software program, or a pitch to take extra time off or work from home, have a detailed plan to share with your boss. Let him or her know what the impact will be on the team, and get a cost estimate for any purchases. Outline the benefits to you, the team and the company.

- **Ask for feedback**

If you're working on a project that impacts everyone in your team, be sure to solicit feedback from your co-workers, and look at their comments with an objective eye. Your colleagues will be far more likely to support an initiative that they've made an investment in.

Australian Bureau of Statistics

[Planning for Business, 2010](#)

[Counts of Australian Businesses, including Entries and Exits, Jun 2007 to Jun 2009](#)

Australian Chamber of Commerce and Industry

[Employers in United Front to Uphold National OHS Reform](#)

[Transcript: ACCI Chief Executive Peter Anderson Sky News Agenda - Business Roundtable on Climate Change Policy](#)

[A Forum to Present the Impact of Carbon Pricing on Mainstream Business](#)

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 16 October

Ballarat City Council has invited residents to have their say on the proposed Town Hall Plaza – a process they say will be similar for the Civic Hall redevelopment. Residents can have their say on the look and feel of the proposed Town Hall Plaza and CBD parking strategy at a workshop next week.

The shoes will keep on tapping and the audience will keep on clapping for the **Royal South Street Society** after a much needed grant. The society will benefit from a \$16,000 grant from the Victorian Government. The money will go towards funding high quality judges from interstate to travel to Ballarat to judge.

Monday 18 October

Motels were swamped by Powderfinger fans on the weekend, with most places in the area booked out. Many of the thousands of fans who came from across the state for the concert had decided to make a weekend trip out of the event.

Seymours on Lydiard owner Chris Sargent said the accommodation had been booked out months before the concert.

Tuesday 19 October

The city's youth have been recognised for their contribution to the community at the **City of Ballarat** Youth Awards. More than 100 people attended the awards at the Regent Cinema last Friday night.

Wednesday 20 October

National Water Week kicked off on Monday with the announcement of the winners of the region's poster competition. **Central Highlands Water** chairman Jeremy Johnson said the week would teach children important lessons about the need to save water.

People and Places

VECCI Regional Business Convention

Thursday 21 October

Ballarat's status as the birthplace of technical education in Australia was the cause for celebration this week. **The University of Ballarat's** SMB Campus, previously known as the School of Mines, celebrates its 140th anniversary this month. University of Ballarat vice-chancellor David Battersby said the milestone was a proud moment for the university.

Friday 22 October

St John of God Hospital Ballarat's outpatient rehabilitation services are now in the one area after two departments relocated. The outpatient rehabilitation gymnasium and occupational health and assessment unit have been relocated to the undercroft of the new ward block. St John of God Hospital chief executive officer John Fogarty said the purpose-built area gave the hospital scope to expand services to the community.

More than 160 people attended a lecture held in memory of prominent Ballarat leader Doug Cowles yesterday. Mr Cowles was a founding father of Sovereign Hill, managing director and chairman of The Courier and an Apex club member. He died in 1995. **The Courier** Doug Cowles Memorial lecture was fittingly held at Sovereign Hill.

It might be an excuse to eat scones and sip tea in a beautiful setting, but for **UnitingCare's** Breezeway program tomorrow's open garden will help raise crucial funds. Gardening enthusiasts Lorraine and Peter Smith will open their spectacular garden to the public for Devonshire teas and floral demonstrations, with all proceeds going to help feed the homeless and under-privileged.

Who's in it today?

Sarah Knowles, **Stryde**, Josie Sangster and Carolyn Brown, **Studio Gas** and Louise James, **Rokk 66**