

# Business in Warringah

www.warringahchamber.com.au

## President's comments

Thank you to the team at Gregory and Carr Funerals Brookvale for hosting a successful networking after hours meeting; the roles and responsibilities of the industry are very strong. Warringah Chamber of Commerce recently relocated their office and greatly appreciate the support from Profile Health and Rent a Space. Members supporting members and people supporting each other is crucial for progress and development.

The Small Business Champion Awards 2008 are currently open for nominations and we urge Small Business owners to enter one of the categories; this is an ideal way to elevate and improve your business. The event has many excellent sponsors and is a worthwhile investment in your business.

A busy period lays in front of the Chamber with several functions and events providing opportunities for business owners; we look forward to seeing you.

**Stephen Robertson**

President, Warringah Chamber of Commerce

## What's In It For You?

- **Regular newsletter.** Updating members on issues affecting business locally & nationally.
- **Training opportunities.** For local business including business forums covering: sales/marketing, work place safety, legal, industrial relations, taxation business creativity, accounting, start up advice, basic management.
- **Opportunities to meet with key decision-makers in the community**
- **Networking After Hours: Wednesday July 9**  
A bi-monthly function, held at a different member's premises each time. Great networking opportunity also gives function holder a 10 min presentation on their business.
- **Business Breakfast: Tuesday, 10 June**  
Bi-monthly breakfast with a guest speaker covering relevant business topics

## June Business Breakfast

The telephone is still the most effective business tool we have for creating new business, following up prospects, mail-outs, quotes and sales but how many of us use it to its maximum potential?

On inbound calls do we just give prices out over the phone or do we probe first to find out what the customer really wants?

On outbound calls to new prospects, do we have an interest grabbing statement to make the customer want to hear more? If we had better telephone sales skills, etiquette and a burning desire to make cold calls to promote ourselves, we could potentially triple our sales.

Jenny Cartwright is the author of the book "Don't Get Hung Up!" (How to Sell Products and Services by phone) and co-author of "Secrets of Top Sales Professionals" and will be our guest speaker at our breakfast on **Tuesday June 10**.

**Time:** 7.30am till 9am

**Venue:** Stella Blu, 18 The Strand, Dee Why

**Cost:** \$40.00 per visitor including breakfast.

To book phone Rhoda on **0412 180 826**

## Member Profile



Profile Health Nursing Agency was founded in 2001 by Trish Maloney, an RN herself who is also the managing director of the company. Profile Health Nursing Agency is one

of the fastest growing nursing agencies in NSW and QLD due to;

- Our commitment of 'better treatment' for our nurses. Nursing is one of the most 'giving', responsible, demanding and rewarding of all professions. Profile Health Nursing Agency 'gives back' to our nurses so that they can continue to provide their service and skills in a 'giving' and professional manner.
- Our innovation of providing a 'Profile' of all of our nurses to our clients by email or fax. We have opened the communication channels by using the latest technology.

Our 'Profiles' are a great security measure and they provide our clients the information they need on the staff that they are employing through our nursing agency. Our clients can 'better' place the nurse in their area of their expertise.

Profile Health Nursing Agencies' senior Administration staff are Registered Nurses who are fully aware and mindful of all of our nurses concerns and needs.

Contact Profile Health now if you are looking for nursing work or need more nurses at your place - phone 1300 650 304

## NEED EMPLOYEES? LOOKING FOR A JOB?

**JOBS FAIR** coming to Northern Beaches early September. More information in our next Chamber page.

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### How to make the most of your accountant

Not only is it important to give your accountant your figures, take the time to explain how your business works and the problems and opportunities you face - it's important to work with them to decide and implement strategies that improve your business and grow it as your greatest asset.

### Discover the answer to your critical question

Strategies like helping you create a crystal clear vision for the future and a plan to get you there. Strategies to ensure your marketing generates a better return and repeat business. As well as techniques to increase productivity, decrease workload, and make your financials more meaningful.

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## Inspiring WOMEN

[www.inspiringwomen.org.au](http://www.inspiringwomen.org.au) We're not Gossiping we're networking

Fri June 27 is our next brunch with guest speaker **Jen Dalitz** on "Little Wins For Working Women".

To book email [sue@inspiringwomen.org.au](mailto:sue@inspiringwomen.org.au) or phone 0423 379 934

## YES! Please send me an introduction membership pack

Business Name ..... Phone..... Email .....

Principle/s.....

Address.....

Description of Business.....

Mail this coupon to: WARRINGAH CHAMBER OF COMMERCE INC. PO BOX 2099, DEE WHY 2099 NSW OR  
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