

Name:			
Company:			
Address:			
Contact Number:			
Email:			
Payment method:	Cheque \$29 /\$59	Direct Credit \$29 /\$59	(Contact Chantelle 09 427 9475).
Invoice Req.	<input type="checkbox"/> YES / NO		

Venue: Waves Motel, Cnr Hibiscus Coast Highway & Kohe St, Orewa.

Cost: \$29 per person per day or part day. \$59 per person per week or part week.

Monday 5th July 2010		Content	Company	Wish to Attend
Time	Subject			
10.00 - 11.00	Working for Families, General Tax, Tax Rates, Student Loans and Kiwisaver	Knowing your entitlements, your rights and obligations.	Inland Revenue	YES / NO
11.15 - 12.00	Productivity - Lean	An awareness of 'Lean Thinking'. How to identify and eliminate non value adding activities and a overview of the tools and processes to eliminate it.	Employers Manufacturers Association (EMA) www.ema.co.nz	YES / NO
12.15 - 1.15	Export New Zealand Readiness Audit	A health check for existing exporters and a guiding hand to those new to the idea of exporting.	Employers Manufacturers Association (EMA) www.ema.co.nz	YES / NO
1.45 - 4.45	Closing a Sale	How to effectively convert a prospect into a sale.	National Bank	YES / NO
Tuesday 6th July 2010		Content	Company	
Time	Subject			
9.30 - 10.30	What are R & D Grants	Minimise investment risk in the early stage of Research & Development, and lean how government's TechNZ funding works.	Tech NZ - www.frst.govt.nz/funding/business	YES / NO
10.45 - 12.30	Is your product/invention viable? Find out from Rodney's Lion's Lair?	Ideas are one thing, what happens is another. Test your idea/product against a panel of experts - Chris lock ENS, Andrew Turnbull and Duncan Ledwith from The Op Shop	Enterprise North Shore & The Op Shop - www.angelassociation.co.nz/index.php/about-escalator/brokers/183-andrew-turnbull	YES / NO
1.00 - 3.00	The 'Web' can earn you money	Learn how to use your website as a powerful sales and marketing tool.	Zeald.com www.zeald.com	YES / NO
3.15 - 4.15	Sustainable Procurement & Tendering	Introduction to sustainable procurement principles, now mandatory for use on RWC2011 tenders and widely used within the Auckland Region.	North Shore Council	YES / NO
Wednesday 7th July 2010		Content	Company	
Time	Subject			
9.30 - 1.00	Essential Guide to Raising capital	The Essential Guide to Raising Capital. A high impact intensive workshop for business owners who want to know more about seeking external investment and how to go about securing it.	Escalator www.angelassociation.co.nz/index.php/escalator-home	YES / NO
1.30 - 2.30	"You Won't Catch Trout If The Plug For The Jug Is In The Bathroom" Answers The Question "What Is Marketing Anyway?"	What is Marketing? Brian, shares his perspective on this fundamental business and organisational question and gives down to earth tips on understanding and getting the best from what is probably the most vital concept in business and organisational life.	The Marketing Bureau Ltd www.themarketingbureau.co.nz	YES / NO
2.45 - 3.45	Intellectual Property Licensing	Intellectual Property Licensing – Creating Business Value. An opportunity to hear from Gary Carter, an experienced Intellectual Property Franchising and Licensing consultant in strategic commercialisation, written agreements and negotiations.	Carter Business Solutions Ltd	YES / NO
4.00 - 5.00pm	How to protect goods supplied to a client/customer who goes into receivership/liquidation.	If you sell goods on credit, rent or loan equipment, you can face a total loss if a customer goes bust. There is a better way. Learn how you can use the Personal Properties Securities Act to get a top ranking security in the insolvency – even outranking the banks and the Inland Revenue.	EDX www.edx.co.nz	YES / NO
Thursday 8th July 2010		Content	Company	
Time	Subject			
9.00 - 10.00	Sustainable Competitive Advantage	"Sustainable Competitive Advantage - Understand the drivers of change, including financial, environmental and social, in the wider marketplace, how these will impact on your organisation and how you can mitigate these changes or benefit from them."	Hayes & Knight www.hayesknight.co.nz	YES / NO
10.15 - 11.15	Making Sense Of Your Financial Statements	You pay all this money to accountants to prepare financial statements apparently required by the Tax Department. But do you understand what they mean???? We want to share a few tips with you so that you can get better value out of this information - that doesn't focus just on tax.	Baldry & Sanford www.basca.co.nz	YES / NO
11.30 - 12.30	Magic Tricks With Numbers	Small changes can have a dramatic impact on your profitability.	Baldry & Sanford www.basca.co.nz	YES / NO
1.00 - 4.30	Power Pitching to investors	Getting your "story" or pitch right, is not only the secret to gaining access to investors but it will also open the gateway to attracting talented staff and profitable customers.	Escalator www.angelassociation.co.nz/index.php/escalator-home	YES / NO
Friday 9th July 2010		Content	Company	
Time	Subject			
9.30 - 12.30	Starting a Business - 'Crunching the numbers'	Learn how to think through what is required to start a business, or establish good practice in a new business, and how to put together basic numbers to assess whether you're starting your business based on facts or on assumptions.	Sandra Crosby	YES / NO
1.00 - 3.30pm	Impact of Changes to Business Taxes	Business taxes with a focus on GST. We will discuss tax concepts and obligations for various business structures plus current issues relating to the implementation of the GST change. LAQC changes will also be covered.	Mancer Tax & Rise Partners	YES / NO

If you have any queries please do not hesitate to contact Chantelle or Nicky on 09 427 9475