

CHAMBER CHATTER

Vote for Employee of the Year—Now

Finalists have now been decided for Employee of the Year. Voting is by form available in the Muswellbrook Chronicle, over the next two weeks.

Finalists are:

- October**—Shannen Fairfull, Healthy Touch
- November**—Debbie Hobson, Muswellbrook PCYC
- December**—Kelly Vogel, Colonial Classic Salon
- January**—Josie Gleeson, Coles
- February**—Jason Connor, Franklins
- March**—Wendy Hordern, Muswellbrook Hospital

Business Awards—Best Ever

A record number of entries have been received in this year's Business Awards with judging carried out this week, giving the judges a very difficult task to decide on the winners in each category.

Tickets are now available from Lorraine Skinner—6541 1285—\$60 each.

We are very grateful to the support we receive from our sponsors:

- BHP Billiton
- Bengalla Mining Company
- Muswellbrook Shire Council
- Muswellbrook Chronicle
- Radio Hunter Valley
- Hunter Valley Printing
- Newcastle Permanent

Welcome New Members

Humanomics

INSIDE THIS ISSUE:

<i>Fact Finding Mission</i>	2
<i>Chamber Breakfasts</i>	2
<i>Hunter Life Education</i>	2
<i>What makes a great business owner?</i>	4
<i>AGL—what do you want to know?</i>	4
<i>Networking Tips</i>	5
<i>What's on this weekend</i>	6
<i>Diary</i>	7
<i>Members</i>	8

This newsletter brought to you by...



EQUILAW
SOLICITORS

www.equilaw.com.au






MUSWELLBROOK

Market House - 4 Market Street
PO Box 296
Muswellbrook NSW 2333

t 02 6542 5568
f 02 6543 4397
d,x 7348 Muswellbrook

SCOPE

127 Liverpool Street
PO Box 5
SCOPE NSW 2337

t 02 6545 1303
f 02 6545 2802
d,x 4201 SCOPE

Fact Finding Mission—Tuesday 1 March

Volunteers and Staff from Visitor Centres throughout Upper Hunter Country went on the first of four proposed "Famils". They visited several attractions and businesses throughout the Muswellbrook Shire area on the first leg of the programme. The aim is to ensure personnel are well informed with up-to-date information about the area. With the best information and excellent service, the VIC network people can make a huge difference to the experience for our Visitors.



YOUR BOARD OF DIRECTORS

PRESIDENT

MIKE KELLY

6543 1277

VICE PRESIDENT

DE-ANNE DOUGLAS

6541 1434

SECRETARY

LORRAINE SKINNER

6543 1666

TREASURER

RICHARD FRENCH

6542 5500

DIRECTORS

TONY MASTERS

0418 680 134

JENNIFER BOWCOCK

6549 0506

LAVINIA HUTCHISON

6543 3011

The "Famils" are organised by the Board of Upper Hunter Country Tourism with the very welcome support of both Upper Hunter Shire Council and Muswellbrook Shire

Chamber Breakfasts

10 May	Muswellbrook Shire Council Budget to be presented at Muswellbrook Regional Arts Centre
7 June	AGL
5 July	<i>Available—make a suggestion for topic/speaker</i>
2 August	Launch of Carnivale featuring Upper Hunter Conservatorium of Music
6 September	Coal & Allied
4 October	As 2012 is the <i>Year of the Farmer</i> we will have a breakfast with an 'agricultural flavour'. This will be held at Hunter Belle Cafe
8 November	<i>Available—make a suggestion for topic/speaker</i>
6 December	<i>Available—make a suggestion for topic/speaker</i>

We have a few spots still available for breakfasts. If you are interested in hosting a breakfast or have any suggestions for a guest speaker, please contact one of the directors.

Thanks to the team at the Muswellbrook Rugby Club for a fantastic breakfast on Tuesday 5 April—a great networking opportunity with a lot of new faces, although not unfamiliar.

Muswellbrook Shire Guide is online

Please pass on the below link.

http://Muswellbrook.realviewtechnologies.com/?xml=Muswellbrook_Shire



Dear Muswellbrook Chamber members,

Hunter Life Education was proud to present a snapshot of our programs to the recent Chamber breakfast event.

Healthy Harold had a healthy breakfast and **Nathan Blacklock** presented a key message of hope for any young person who wants a better life. ***"You just have to make the right choices and work hard"***.

We believe that every child in the Upper Hunter has the right to a healthy life free from the dangers of drugs.

To help them make the right choices, we are asking that you join BHP Billiton Mt Arthur Coal and local businesses to support the Adopt-a-Class program.

For just \$450.00 or \$37.50 per month your donation will ensure that 30 children are fully funded to attend the Life Education program each year. **To Adopt-a-Class today click here...** (CTRL+click)

With help from your sponsorship, we will reach **our target of \$10,000** to ensure that **every child in the Upper Hunter has the chance** to make smart choices for a healthy life.

Thanks to the following Adopt-a-Class supporters in the Upper Hunter for paving the way;

- BHP Billiton Mt Arthur Coal
- OAS Computers
- Wear Parts Services
- Hitachi Construction Machinery Muswellbrook Branch
- Muswellbrook Holden
- Equilaw Solicitors

For more information:

Call 1300 554 246

Email hunter@lifeeducation.org.au

Visit hunterlifeeducation.org.au



What makes a great business owner?

- **Risk Taker**—someone who is prepared to stick their neck out—a person that does not need to stick to the safe and tried path.
- **Access to Funds** – it usually takes money to make money, so those with money to fund a new operation, idea or business are more likely to take the plunge.
- **Eye for opportunity**—those who can see opportunities and have the ability to pursue them. They see a niche or void or prospect and run with it.
- **Hard worker**—a person who is not afraid of hard work and is ready to put in the long hours. Once the business is established we often get our lives back, but in those initial years, we definitely need to be prepared to put in the hard yards.
- **Ability to change**—ability to be flexible and copes well with change. A willingness to change strategy is a strong point.
- **Strength**—in the face of challenge. A person who has the confidence and belief in self to face those challenges head on and have the courage to stand tall and believe in their business, themselves, their team and their product.
- **Perseverance and patience**—a person who has the ability to hang in there, to be patient, to try and try again until success happens.
- **Good decision making skills are necessary**—need to be either street smart or well trained and educated.
- **Self starters are people who succeed**—A business owner is there at the crack of dawn, regardless of who is watching or not.
- **Problem solvers**—these people have the ability to break down simple problems into bit-sized chunks and address each issue for its merits.
- **Aspirations and goals**—those who succeed, plan to succeed and set goals and go for it. They have that focus and clarity to make it work.
- **Not control freaks**—has the ability to share control and not have to handle every aspect themselves. They have the ability to delegate and empower those working with them.
- **Communicators**—they are fantastic communicators, are excellent people-people. They understand what motivates other people, they relate to people well and their success is often due to their people skills.
- **Curiosity**—good business people know when it is time to learn, grow, develop and expand their knowledge. They know when it is wise to listen and take in the advice of other and conversely when to trust their own instincts.
- **Humility**—they surround themselves with others better than themselves because humility means they acknowledge it is not possible for one person to have all the knowledge and skills needed to run a business. They select people who are experts in those other fields and surround themselves with the best.
- **Passion**—they love their work, love their business and love their industry.

Source: My Business, February 2011

AGL to address June Chamber Breakfast

Representatives from AGL will be presenting to our June breakfast.

Topics for discussion will include:

- The impacts of the recent privatization of the energy sector
- The opportunities this offers to businesses and local residents
- Explanation of your rights to exercise choice
- Provide tips on how we can best take advantage of the situation
- A guide against potential impacts

Is there something else you would like covered? The speakers are keen to hear of anything else you would like discussed. Let me know if you have a particular interest and I will contact their representative, to ensure that it is included in the presentation.

Networking Tips

- Create and maintain your database (contact details, special interests, major achievements)
- Make contact with current clients and prospects every-day 60-90 days
- Attend 1 or 2 networking functions regularly and become known as the key person in your industry
- When you receive a referral, acknowledge the referral in writing—fax, card, email, at the time of receipt. Then get back to the person and let them know how it went
- Give away a referral a day to someone on your network with the law of reciprocity, what you give out is what you get back
- Send a thank you card or message every day
- Build a positive profile in the community—call people by name, wear a name badge, sponsor organisations on a local basis as Anita Roddick says: *I Think Globally, Act Locally*
- Work your internal network more effectively
- Avoid keeping tabs on what you do for others: *Give without expectations*
- Be open to opportunities—*the window of opportunity is so clear, sometimes we miss it*

Upper Hunter Conservatorium

Brass Quintet

Featuring...
 Aaron Passfield - Trumpet
 Lesa O'Neil - Trumpet
 Robert Stonestreet - French Horn
 Robert Thompson - Trombone
 Rowan Taylor - Tuba

Experience first-hand a variety of music from 17th century madrigals to modern jazz, and everything in between. Presented by a fine brass quintet including members of the Conservatorium teaching staff and invited guests and performed in the sublime acoustics of the Muswellbrook Regional Arts Centre, this is a special event not to be missed.

Friday 8 April - 7.30pm
 Muswellbrook Regional Arts Centre
 Corner Bridge and William Streets, Muswellbrook

TICKETS ON SALE NOW
Adults \$15
Concession \$10

Booking enquiries:
 Phone: 02 6541 4888
 Email: uhcm@hunterlink.net.au

Have you ever purposely sought advice from your network members?

If not you are missing out on one of the benefits of being involved in a networking group.

- ⇒ As your network member for advice or opinions on something they enjoy talking about, and to which you expect them to have an answer;
- ⇒ Listen carefully and respond appropriately, directing your questions toward what your network member says in conversation;
- ⇒ Have a logical reason for wanting the information;
- ⇒ Avoid potentially controversial and sensitive issues;
- ⇒ Don't ask your network member to give your advice that they would otherwise charge your for.



Bush Dance & Campout

9/10 April 2011 Baerami Hall, Upper Hunter Valley
1361 Bylong Valley Way, Baerami via Denman

Traditional acoustic music by 'Waltzing Jack' • Arrive after 4 pm
• Music & dancing till late • **Starts 7.30 pm** • Dances are explained
• BYO dinner & drinks, & food for shared supper • Beginners welcome
• No partner needed • Bring table decorations

Cost per person **\$15.00 (pre-booked)** or **\$20.00 (at door)**,
children free, concession \$10.00. Includes camping, dance & walk

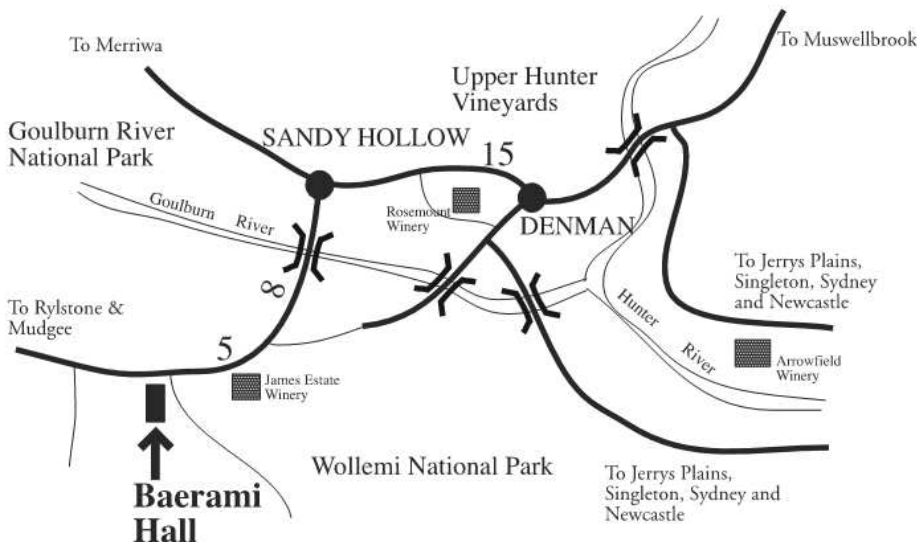
Join easy Sunday morning **guided bushwalk** in Wollemi National Park
or leisurely bike ride in Baerami Creek Valley

Contact Martin (02) 6571 1208 - info@calli.com.au



Baerami is about 2 hours from Newcastle and 4 hours from Sydney

*For inquiries relating to accommodation contact Singleton visitor information - 1800 449 888,
Muswellbrook visitor information - 6541 4050, or Scone visitor information 6545 1526*



MUSWELLBROOK AMATEUR ATHLETIC CLUB INC.

ATHLETICS FOR AGES 5 TO VETERAN (over 45)

End of Season

Family Fun Run

Proudly supported by

**BOWDITCH
TRANSPORT**

and

**HUNTER
HANDMADE**

SUNDAY, 10th APRIL 2011

WEERAMAN FIELD

Race starts at 9.30 am (Registration from 8.30 am)


2.5 km, 5 km and 10 km events

Entry: under 18 \$5.00. adult \$10.00

Col: ph: 6542 5201, Ian: ph: 6547 9200

Dates for the Diary

- 8 April Muswellbrook Regional Arts Centre—Upper Hunter Conservatorium of Music—Brass Quintet, 7.30 pm
- 9-10 April Baerami Bush Dance and Camp Out.
- 10 April Family Fun Run at Weeraman Field - refer details page 4
- 12 April BIZassist Briefing by Australian Industry Group—Muswellbrook Racecourse. Email jmartin@aigroup.asn.au to register of phone Judy Martin on 02 4929 3429 **RSVP** due 8 April 2011
- 30 April 2010 Muswellbrook Business Awards Presentation Dinner including Employee of the Year Presentation
- 10 May Chamber Breakfast—Muswellbrook Regional Arts Centre—Muswellbrook Shire Council will present its budget for 2011. Senior Council representatives will then be available for questions.



Dollar-a-Day funding

Thank you to the businesses who have contributed to the Dollar a Day partnership. Your assistance is much appreciated.

We are always looking for funding to promote our area to other areas.

Has anyone thought of Lightning Ridge lately—if the answer is 'yes' its probably because you have passed the sign between Muswellbrook and Aberdeen advertising Lightning Ridge!

We need to get our message



Muswellbrook Shire Council has appointed a new Economic Development Officer.

Matthew Lysaught commenced duties this week and has hit the road running attending the Chamber Breakfast last Tuesday morning and being involved with the judging of the Business Awards. Matthew has found this to be an excellent way to acquaint himself with the Shire and its differing types of businesses.

We welcome Matthew and his partner to Muswellbrook, from Sydney, and wish them well in their move here.

printing • graphic design • promotional products • embroidery • signage



comprint
SOLUTIONS

For outstanding service
and a complete solution!

p 6541 2225 • Unit 2/14 Strathmore Rd Muswellbrook • office@comprintsolutions.com.au
copywriting • marketing & communications • web design • web hosting

Aged Care Facilities

integratedliving Australia Ltd
Mt Providence

Accountants

Davies Thompson & Wright Services
Gowing & Co
Jennifer Lecky & Assoc

Banks, Building Societies,

Financial

Services

ANZ Banking Group Ltd
Hunter Mutual Ltd
National Australia Bank Limited
Newcastle Permanent
St George Bank

Bus Service

Reg Osborn Pty Ltd

Business Advisory Service

Hunter Region Business Enterprise
Centre

Car Sales, Repairs,

Maintenance

Cross Country Ford
Muswellbrook City Motor Group
Muswellbrook Holden Pty Ltd

Cheese Factory

Hunter Belle Cheese

Clubs

Muswellbrook & District Workers'
Club
Muswellbrook Golf Club
Muswellbrook Race Club Ltd
Muswellbrook RSL

Community Services

Challenge Disability Services
Hunter Valley Youth Express
Muswellbrook PCYC
Upper Hunter Community Services
Upper Hunter Show Inc

Construction

C&W Constructions

Dance School

Giant Leap Dance School

Education /Training

Hunter TAFE
Muswellbrook South Public School
SGS—Stax

Electricity Generation

Macquarie Generation

Employment Services

Advanced Personnel Management
Alliance People Solutions
Joblink Plus
Mission Employment Solutions
Workpac

Engineering

G & S Engineering
RHM Consulting Engineers Pty Ltd

Fitness Centre

Anytime Fitness

Health Services

Humanomics

Hospitality /Tourism

Baybrook Motor Inn
Benson's Hospital Shop
Comfort Inn Noah's in the Valley
Doherty, Kevin
La Ciboulette
Lucky Inn
McDonalds, Muswellbrook
Prince of Wales Tavern
Sandy Hollow Tourist Park
The Upper Hunter Wine Centre

Industrial Supplies

Hitachi Construction Machinery
(Aust) P/L Muswellbrook Branch
Power & Mining Industrial Supplies
Wear Parts Services

IT Sales & Support, ISP

MaxNet
Muswellbrook Computers Pty Ltd

Kitchen Manufacturers

Edmonds Joinery

Laundry

Muswellbrook Laundrette

Local Government

Muswellbrook Shire Council

Massage/Beauty Therapy

Healthy Touch Natural Beauty &
Body Therapies

Media

Muswellbrook Chronicle/Hunter
Valley News
Radio Hunter Valley

Medical

Brook Medical Centre

Mining, Industrial, Agriculture

Anglo Coal (Drayton Management)
P/L
Bengalla Mining Company
Coal & Allied
Darryl's Bobcat Pty Ltd
Mt Arthur Coal
Muswellbrook Coal Co
Muswellbrook Crane Services
Xstrata-Mangoola Coal
Yore Contractors Pty Ltd

Olive Grove

Pukara Estate

Optical

Aaron Henry Optometrist
Muswellbrook Eyecare

Pharmacy

Berry & French
Chemistworks & Sub Newsagency

Photography

Roger Skinner Photography
Tanya D'Herville Photography

Printing

Comprint Solutions
Hunter Valley Printing

**Property Development &
Management**

Seatune Services Pty Ltd

Property Owner

Doug & Roslyn Cleal
Lexisu Pty Ltd

Real Estate Agents

Edward Higgins Parkinson First
National Real Estate
JTS Realty
John Flood Real Estate
LJ Hooker Muswellbrook
Premium Real Estate Services

**Refrigeration/Air Conditioning
Sales & Service**

RMS Services

Relocation Consultant

Priority Relocations

Retail

Abundance of Colour & Inspiration
Freechoice Tobacconist
Head Over Heels
Matthews Jewellers
Ryans Newsagency
Telstra Shop—Muswellbrook
Security & Locksmiths
Elks Security Locksmiths
Muswellbrook Security
P & L Protection & Security
Solutions Pty Ltd

Shopping Centres

Central Arcade Pty Ltd
Muswellbrook Marketplace

Solicitors

Curtis Gant Irving
Equilaw Solicitors
Lawlers Solicitors & Conveyancers
Mark Diggins Solicitor
Sparke Helmore Lawyers

Sporting Clubs

Muswellbrook Rugby Club

Steel Merchants

Muswellbrook Steel Supplies P/L

Surveyors

Boardman & Peasley

Thoroughbred Horse Stud

Coolmore Australia

Wagering

Muswellbrook TAB

Water Carriers

K Milwain & Son

Web & Graphic Design Service

Total e Solutions

Wineries

Cruickshank Wines Pty Ltd
Two Rivers Wines

OUR MISSION

'To represent, promote and encourage business enterprise in Muswellbrook and its districts'.