



CAMDEN CHAMBER OF COMMERCE & INDUSTRY INC.

General Meeting

4 November 2009

Held at Bowden Centre, Mt Annan Botanical Gardens

The meeting was opened at 6.35pm.

1 Welcome & Introductions

- President, Miriam, welcomed members, guests and guest speaker, Tony Bonnano, and thanked the evening's sponsor, Argyle Dry Cleaners.
- 30 second introductions of members and guests.

2 60 Second Business Coach

Bill Parker from Macarthur BEC spoke about "Effective Networking". Some key tips for more effective networking include:

- Be proactive
- Learn about others
- Communicate effectively
- Take the chance to give

The next 60 Second Business Coach is Simon Rorke from People Select.

3 Minutes of Previous Meeting

Minutes from the meeting held on 7 October 2009 were accepted.

Moved: Les Coulcher Seconded: Kerry Shephard

4 Business Arising from the Minutes

There was no business arising from the previous minutes.

5 Treasurer's Report

A summary of the financials as at 31 October 2009 is as follows:

Revenue	\$6,311.04
Expenses	\$8,091.80 (mostly due to Light Up Camden expenses)
Cash at Bank	\$26,197.45

Moved: Bill Parker

Seconded: Helen Dunbar

6 General Business

6.1 Light Up Camden

All going along well. Have received good sponsorship. David requested that all sponsors contact Coby from C91.3.

Volunteers were sought for various activities on the night. The four volunteers to turn the lights on at 8.15pm are: Les Coulcher, Jeff Dunbar, Sarah Goddard and Josephine Chalmers. The two volunteers for the school stage are: Helen Dunbar and Kerry Shephard. Chamber is also planning to have a hot dog stand and volunteers are needed for this. Nicky Harris and Steph are able to do from 6pm to 7pm. Need others to do 7pm to 8pm.

Miriam thanks all sponsors and volunteers.

6.2 Camden Council – Christmas Light Competition

Judging will take place first week of December. Camden Chamber was approached to present the award for Best Display by a New Business. Kylie from Council to clarify the criteria for the New Business category. It was suggested that Chamber sponsor both the New Business and Existing Business categories. Miriam thought that the Existing category was being sponsored by someone else.

6.3 New Camden Chapter of SWNG

Josephine Chalmers, President of the Narellan Chapter of the South West Networking Group announced the launch of a new chapter in Camden. This will be the fourth chapter, the others are Liverpool, Campbelltown and Narellan. The first meeting will be on Wednesday 11 November at 7am at the Camden Sports Club. The first two meetings are free for visitors. Only one business can represent any one category in each chapter.

7 5 Minute Business Spot

Jeff and Helen Dunbar, Argyle Dry Cleaners

Jeff and Helen gave a presentation about their shop, its history, their recent move to Hill Street, Camden and the steps involved in the dry cleaning process.

8 Guest Speaker

Tony Bonnano, Performance Impact: “3 Key Steps to Winning More Clients & Keeping Them”

Tony started the presentation with a short activity to demonstrate how the same problem can be viewed from difference perspectives. Congratulations to Les Coulcher and Rowan Gregson for solving the puzzle – each received a copy of Think & Grow Rich.

The 3 key principles that Tony shared with the group are:

1. Always consciously look at things from the other person's point of view.
2. Unless you successfully differentiate from your competition, you force your prospects to buy on price.
3. Develop and implement a systemized approach to generate referrals.

9 Lucky Door Prize

Kindly donated by Performance Impact, Argyle Dry Cleaners and Splendour Interiors. Won by Elizabeth French, Ian Lester and Miriam Roberts.

Miriam thanked the speaker, sponsor and donators of the lucky door prizes.

10 Next Meeting

The next meeting will be on **2 December 2009** at **Enzo's Restaurant**, arrival from 6.00pm. Chamber will sponsor transport to and from the event. Register early on the website.

There being no further business, the meeting was closed at 9.20pm.