

Sydney Hills "Focus on Business - Action Plan" Stepping Up Mentoring Program



"I have found this Stepping up Program to be very beneficial as it makes you look at your business with new eyes and critically examine what you have been doing, and more importantly what you plan to do in the future. I found the Mentoring program to be excellent as it gave me an opportunity to discuss the issues and problems of my business, with someone who was not going to judge or criticise me.
 Matthew Eagan - Penmara Wines

Overview of Program

The program is designed to help business owners and managers in the Sydney Hills region to improve their business performance and financial management. It provides a structured framework for business growth and financial management, supported by expert mentoring and workshops. The program is tailored to the needs of the local business community and offers a range of support services to help participants achieve their business goals.

Program Plan

Objective:

Business Growth and Financial Management Strategy.

Industry sector:

The program is open to business owners and managers in the Sydney Hills region, regardless of their industry sector. It is designed to be flexible and adaptable to the needs of different businesses and individuals.

Eligibility Criteria

Participants must be business owners or managers in the Sydney Hills region and have a business that is currently operating. The program is open to businesses of all sizes and in all industry sectors.

You Only Pay \$500

The program is a low-cost initiative, with a fee of \$500 per participant. This fee covers the cost of the mentoring sessions, workshops, and other support services provided throughout the program.

You receive 1:1 Mentoring

Participants will receive one-on-one mentoring from experienced business owners and managers. The mentoring sessions are tailored to the specific needs of each participant and provide a valuable opportunity to discuss business challenges and develop strategies for growth.

Interactive Workshops

- A series of interactive workshops covering topics such as business growth, financial management, and marketing.
- A range of support services, including access to a business advisor and a network of local business owners and managers.





Having a mentor is an incredible bonus. My mentor gave unflinchingly of her time and experience. In a series of in-depth discussions about AntillVideo, she helped me examine the way I managed my time and led me to an epiphany about tasks I was keeping for me when there was an obvious person to whom to delegate. In the first fortnight of putting the strategies into effect a customer rang and asked me to produce an entire series of DVDs. In the following weeks, enquiries were up 400% and we're currently in serious negotiations for 3 other projects"
 Sarah Antill – Antill Video

Program Schedule for 2009

Feb 11th	Program Information Session <i>Venue: H YHills Shire Council - Function Room</i>	6-8 pm
Mar 18th	Mentor Information Session Meet your Mentor Night & Information Session <i>Venue: Venue: H YHills Shire Council - Function Room</i>	5-6pm 6-8 pm
Mar 25th	Session 1 "How to be Different?"...your Unique Selling Proposition This session aims to further develop your Unique Selling Proposition (USP). How well have you differentiated yourself from your competition? How much more value can you build into your product/service? This session focuses on strategies which will effectively position your product/service...designed to help you "sell more for more". Facilitation will include special guest speakers who are successfully growing their business. <i>Venue: Venue: H YHills Shire Council - Function Room</i>	6-9pm
April 8th	Session 2: "Managing Profit and Growth"...making a profit Learn key strategies on how to manage growth....cost versus profit. Learn effective cash flow management techniques, the cost of doing business and how to maximise your profit margins. <i>Venue: Venue: H YHills Shire Council - Function Room</i>	6-9pm
April 22nd	Session 3: "How to sell more"...sales and marketing strategies Learn key strategies on how to sell your products/services into new markets and how to value add into existing markets. Facilitation will include special guest speakers who are successfully growing their business. <i>Venue: Venue: H YHills Shire Council - Function Room</i>	6-9pm
May 20th	Graduation & Mini Expo <i>Venue: Venue: H YHills Shire Council - Function Room</i>	6-9pm

How to join the Program

Contact:

Vanessa Van Wyk

Raquel Bloom at V@ Hills Shire Council

Phone: 888 33347

Phone: 8853 1911

email: steppingup@binarix.com

email: rbloom@thehills.nsw.gov.au



Stepping Up
 Department of State and Regional Development