

BNI®

BUSINESS DEVELOPERS

PARK ORCHARDS

All Visitors Welcome.

OUR MISSION

The mission of BNI is to help members increase their business through a structured, positive and professional referral marketing program that enables them to develop long-term, meaningful relationships with quality business professionals.

Come for our meeting—stay for the referrals!!!

We have open categories for individuals who will bring enthusiasm and integrity to our meeting. Just one person per professional specialty is allowed in each chapter.

BNI members, on average, increase their business 20% in the first year. Our chapter is a dynamic, committed group of business people who know how to refer business to each other.

WHAT DOES BNI DO?

Through weekly meetings and exclusive resources, BNI helps you build a strong network that fuels professional growth.

The best way to find out more about how BNI works is to come to our local chapter meeting at 6:45am every Wednesday morning and see for yourself what it's like.

Contact our Leadership Team for more information:

President:	Kate Coenen	0437 138 219
Vice President:	Stephen Baird	0478 622 705
Treasurer:	Patrick Curlis	0423 272 602

CONTENTS

Action Coach	Business Coach	4
Baird Electrical and Air Conditioning	Electrician - Residential	5
Blackwell Constructions	Builder - Renovations	6
CBQ Financial Services	Accounting - Business Services	7
Eastside Plumbing & Gasfitting	Plumber	8
Finance Market	Mortgage Broker - Residential	9
First National Zenith	Real Estate Agent - Residential	10
I Spy Design	Website Design & Marketing	11
Living Senses Group	Landscape Design & Landscaping	12
Luca Plus	Accounting - Bookkeeping Services	13
Mercantile Legal	Lawyer - Commercial Litigation	14
Mint Financial Solutions	Financial Planner - Wealth & Superannuation	15
Minuteman Press Mitcham	Printer - Digital	16
Pinpoint Local	Digital Marketing Strategist - GBPM	17
Sheils Bookkeeping Service	Accounting - Bookkeeping Services	18
Our Core Values		19
Notes		20



Steven Rouget **ACTION COACH**

BUSINESS COACH

ActionCOACH
business coaching

Where is your Profit \$\$ and Time leaking from in your business??

Working with Business Owners over the last 16 years is all about helping them see what is Most important in their business and getting them to ACT on those things consistently and then fine tuning all those things to maximize those Results in Time and Money.

Steven has helped 100's of business owners, achieve their goals and take their business to the next level, whatever that is. His clients have achieved double, even triple digit growth in Revenue and Profitability. All accomplished through improvements in **Sales, Marketing, Productivity, Team Training, Time Management, Systems development and Strategic Planning**. The trick is knowing which of the business owner's frustration when eliminated, is the one that will get the result they are looking for quickly and easily. Then working in multiple areas to achieve the Compounding effect on your bottom line. That's called Leverage, and Good Leverage is Good Business!

If your looking to Grow your business or just get back in Control of your business, or have Leverage work for you, Talk to Steven, he is so **Confident** in his ability to help eager business owners get **Results**, that he will only offer to coach a business if he can **Guarantee** Results.



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- W** BoostYourBusinessProfit.com
- in** [/steven-rouget-8532a98](https://www.linkedin.com/in/steven-rouget-8532a98)



Stephen Baird

BAIRD ELECTRICAL AND AIR CONDITIONING

ELECTRICIAN - RESIDENTIAL



electrical · air conditioning

Based in Bayswater, Baird Electrical and Air Conditioning is a small family run business completing Residential electrical works throughout Melbourne.

We are here whenever you need us, whether it's late at night and you keep losing power right through to new builds we are here to help you find a solution to meet your requirements with quality products and honest services.

We can cater to all your electrical maintenance needs, including:

- New or existing Light installation
- New Power installation
- Power point upgrades
- Switch board upgrades
- Electrical safety audits
- Fault finding
- Electrical installations
- All your safety needs such as Surge protection and smoke alarms

So if your looking for a quality solution, and tradesman who clean up after themselves give us a call and we'd be more than happy to help.

Victorian Registration: REC 30997

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Doug Blackwell BLACKWELL CONSTRUCTIONS

BUILDER - RENOVATIONS



• RENOVATION • RESTORATION • MAINTENANCE •

We can make your home improvement vision a reality!

Based in Boronia, in the Eastern Suburbs of Melbourne, we're here to help you realise your home improvement and renovation goals, to maximise your property value and improve your lifestyle - whether you're looking for more space, storage, or a new entertainment area.

Blackwell Construction has a particular interest in renovating and extending Heritage and Victorian-style homes, and will painstakingly source complementary materials to match and blend with any current and significant features. Likewise, with more modern homes, no stone will be left unturned as we construct and amalgamate quality craftsmanship and ideas into expanded living spaces for you and your family.

Passionate, professional and knowledgeable, the Blackwell Construction team will liaise with you about the simplest renovation and restoration jobs lasting only a day or two, through to larger, extensive projects.

Explore the possibilities. Speak to Doug today about your home renovation or extension.

Enjoy a Change to Your Lifestyle With Blackwell Construction.

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Justin Gray

CBQ FINANCIAL SERVICES

ACCOUNTING - BUSINESS SERVICES



The support you need to achieve big goals

Having the right accountant for your small business will make a substantial difference to your future success. Every dollar counts and by helping you minimise unnecessary tax, gain clarity around your finances and start building an effective strategy for growth ensures you're on the right track for success.

Not your normal accountants

We strive to be the proactive, growth orientated, tech savvy Accountants you want, but don't currently have. An accountant that provides value to your business, not the one you only hear from once per year. We want you to achieve and believe every business client needs these to increase their chance of success. So we give it to them as part of our business packages.

- Monthly Financial Report to help you stay on top of your business.
- Unlimited general correspondence because we want to know what's going on in your business.
- Annual tax planning reviews.
- Fixed pricing to save you from bill shock.
- A growth mindset so we can help you grow.

If you don't want a "normal accountant", book in for a discovery call to see how we can assist you and your business.

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David Macdonald EASTSIDE PLUMBING & GASFITTING

PLUMBING



Why Choose Us?

Eastside Plumbing and Gasfitting is a family owned and run plumbing company providing quality workmanship in the Eastern Suburbs of Melbourne. Based in Montrose, it has grown to become one of the most trusted companies in the area. Looking after local communities and families.

Employing experienced and knowledgeable personnel, as well as having the right equipment available for the job, gives Eastside Plumbing and Gasfitting the ability to respond with efficiency to the plumbing needs on a domestic and commercial level.

Eastside Plumbing and Gasfitting are driven by their core values when carrying out work for their clients – honesty, integrity, reliability and excellent communication. These core values help maintain high standards of professionalism and customer satisfaction.

Our Values

- Quality
- Friendly
- Experienced
- Transparent
- Trustworthy
- Professional

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- @** @eastsidepg





Mark Wigg FINANCE MARKET

MORTGAGE BROKER - RESIDENTIAL



Specialising in all forms of lending against residential property we can provide a complete picture of the best product for you - and it's rarely just the interest rate! Lenders and loan products can be surprisingly similar, but it's knowing the differences that is vitally important. At the Finance Market we have years of experience in finding the right loan product for your particular circumstances; Home Loans are definitely not a "one size fits all" product.

"Mark, and his team at Finance Market, have always exceeded our expectations in terms of service, flexibility and credit advice. With guidance and the provision of appropriate loans, by Mark and his team, we have bought three properties in the last 5 years and are in the process of buying another two over the next year. Whilst Mark provides standard services exceptionally well, it is the extra service and unbiased advice/guidance for which we will always go back to Mark again. We're very pleased to recommend their services."

Authorised Credit Representative 383501

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- M** 0417 359 409
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- W** www.financemarket.com.au
- f** @financemarket





**first
national**
REAL ESTATE | Zenith

Honesty, Integrity, Innovation, Results



Daniel Opalka

FIRST NATIONAL - ZENITH

REAL ESTATE AGENT - RESIDENTIAL



Daniel loves the satisfaction he gets when connecting buyers with sellers.

Daniel's vast experience means he guides his clients through the buying or selling of property effortlessly. He understands that buying a home is the largest single purchase for most people and it can be an emotional roller coaster. Daniel ensures that the transaction for both the buyer and seller is stress free and seamless.

Always happy to have a chat, Daniel can offer you insights into his intimate, all-round property knowledge. At First National Zenith, Daniel has been able to diversify his talents to a larger number of suburbs than he ever has before, a workplace challenge he has relished. On his off time Daniel has a passion for going to the gym, hiking, travelling the world and being spoiled by Melbourne's fine food scene.

For professional up to date advice, please contact Daniel Opalka.

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- ▶** https://www.youtube.com/channel/UC6dZcxl_XfnsG3OmG7Dcn-w



Need a website to attract the right customers to your business?

Discover what your ideal customers are searching for online. Then work with us to design a website and marketing plan to help you deliver it.



Mik Becker **I SPY DESIGN**

WEBSITE DESIGN AND MARKETING

ISPYDESIGN

I Spy Design is website design studio and marketing consultancy based in Montmorency. We work with small to medium size businesses and organisations in Melbourne, Australia and overseas. We design and renovate websites to attract your ideal customers and answer their burning questions. So, you get more qualified leads to grow your business and brand.

Our marketing and design services help your customers find and choose your business over your competitors'. A new website, brand or marketing strategy all require some degree of employee change and communication. We can help make change happen in your business.

I Spy Design services include:

- Website design and renovation to attract and qualify leads
- Marketing strategy and plans for growth and competitive advantage
- Search Engine Optimisation (SEO) to help the right customers find your business
- Branding and identity design to create recognition and great customer experiences
- Graphic design for professional presentation and cut through in your market
- Change management and communication to help your employees deliver

Need a website or marketing advice to generate more leads for your business?
Book a free consultation with Mik Becker today.

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Living Senses Design

Beautiful gardens that delight your senses

Kate Coenen

LIVING SENSES GROUP

LANDSCAPE DESIGN & LANDSCAPING



Garden designs for residential landscapes and public spaces. Specialising in Healing Gardens for people with mental, emotional or physical needs, such as depression, dementia, autism, range of intellectual & physical abilities etc.

You and your site are unique, and so will your garden design be. We will work closely together with you to create that outdoor space that is practical, but also warms your heart. Whatever your ideal garden looks like, you can trust our design expertise and practical knowledge to achieve this.

We design and build them with you. But wait, we go further! Through design workshops and eco-therapy sessions you can now fully benefit from all the wonders of natural world in your own backyard.

Garden Design:

- Garden consultations
- Garden design and technical drawings
- Planting, lighting and irrigation designs

Landscaping:

- Construction (of our designed gardens)
- Horticultural advice
- Project management

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Hands up if you're trying to improve your cashflow!

Running a simpler, smarter and faster business

Ray Wang
LUCA PLUS

LEGAL & ACCOUNTING (SOFTWARE)



LUCA Plus is a business transaction network and platform that solves cash flow issues and bookkeeping hassles for small to medium size businesses with our solutions powered by the e-invoicing system and the blockchain technology, so they get paid faster, save more time and money, and easily access to external funding to grow their business faster.

We are an add on to major accounting software such as Xero, MYOB and Quickbooks Online. Many businesses have chosen us to transform them to become a simpler, smarter and faster growing business. We have won Jumpstarter Fintech Competition organized by Alibaba and were selected to participate in EY Foundry Startup Accelerator Program in 2019.

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OUTSIDE
THE BOX

Dean Bosman **MERCANTILE LEGAL**

COMMERCIAL LITIGATION

mercantile**legal**

When seeking help from someone in the legal profession, people often associate the profession with big words, complex problems to solve, confusing questions to answer, and not knowing where to turn.

Dean Bosman became a Lawyer later in life, after enjoying several other career paths. He's savvy, down-to-earth, and dislikes jargon just as much as you do. Dean uses straight-forward language to help clients navigate through legal concerns including Debt Recovery, Conveyancing, Commercial Litigation, Contract issues, and Probate.

Dean has a knack for thinking 'outside the box' and tends to achieve more than expected from negotiations, and this particularly comes to the fore when he uses his extensive expertise in Dispute Resolution. Equally experienced in matters related to Insolvency, Dean and his team at Mercantile Legal enjoy a good argument – but, mostly, they're about scoring the win!

Dean will carefully identify what you need, enhance your understanding of your situation, and aim to provide solutions in terms of agreements and outcomes through negotiating disputed issues and, where necessary, litigation.

Contact Dean Bosman

"At Mercantile Legal, we understand your needs and deliver on your expectations."

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Patrick Curlis MINT FINANCIAL SOLUTIONS

FINANCIAL PLANNER - WEALTH & SUPERANNUATION



Worried about financial security? Aren't sure if you're moving in the right direction?

At Mint financial solutions we thoroughly investigate your situation before customising our recommendations to suit your specific needs. Our experienced financial advisors are empathetic and on your side. We seek a better financial future for you and your family. Whether you want answers regarding:

- Superannuation / SMSF
 - Budgeting and improving cashflow
 - Retirement / Centrelink
 - Family Protection
 - Saving for a home
 - Aged Care
- or something else - we are here for you.

Our aim is to provide you with a "peace of mind solution" for your vision and guide you toward achieving your goals and aspirations. We do this by identifying and prioritising your wants, needs and goals, researching your now and identifying strategies we can employ that assist in meeting your preferred tomorrow. You can be assured of getting the answers to your questions and an ally assisting your endeavours.

Give Patrick Curlis a call today as 'Your Tomorrow begins Today'.

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IT STARTS WITH A MARKETING PLAN & A CREATIVE DESIGN



Kate Cunden

MINUTEMAN PRESS - MITCHAM

PRINTER - DIGITAL



We design, print & promote....you!

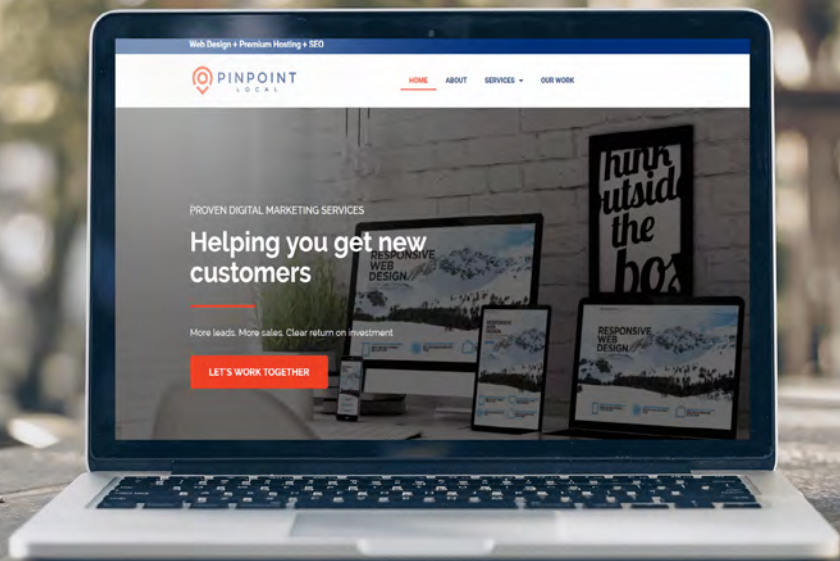
Minuteman Press Mitcham is a full-service design, print and marketing center serving the entire business community from small businesses to Fortune 500 companies. Our customers are wide-ranging and include local organizations, government groups, non-profits, professional sports teams, businesses, entrepreneurs, consumers, and more. At Minuteman Press Mitcham, we can produce anything you can put a name, image, or logo on!

Products & Services Include: Binders & Tabs, Brochures, Business Cards, Calendars, Catalogues & Journals, Custom Stamps, Direct Mail, Design, Door Hangers, Flyers, Forms & Cheques, Greeting Cards & Invitations, Labels & Stickers, Menus, Postcards, Presentation Folders, Promotional Products, Rack Cards, Stationery, Table Tents, Tickets, Variable Data & Much More..

High-quality products. Timely service. Competitive prices.

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Alison Evans PINPOINT LOCAL

DIGITAL MARKETING STRATEGIST - GMB



PinPoint Local is a full-service digital marketing agency dedicated to local business. Helping business succeed online is our passion and mission. Every business owner knows that today online is a very large part of your marketing success. Yet, the digital landscape can seem daunting - but that's what PinPoint Local is here for!

Think of PinPoint Local as your very own in-house marketing partner. We provide our clients with personalized digital marketing services suited to their individual business needs, while supported by trusted & experienced marketing specialists. We **WILL** get your business front and centre on whatever digital platform and wherever your customers, and ultimately your sales, exist.

Here at PinPoint Local, we become part of our clients' business success story.

- **Google My Business (GMB)** – a **MUST** for ALL local business.
- **Video SEO & Marketing** – **HUGE** opportunity as your competitors probably aren't doing videos – YET!
- **Website Optimisation** – no brainer if you want to rank on Google.
- **Business Hosting** – Secure, Dedicated & Fast.
- **Business Websites** – professional, mobile optimised & user friendly.
- **Social Media** for Business Reputation & Management
– take control of your brand online.

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Sheila De Burgh **SHEILS BOOKKEEPING SERVICE**

ACCOUNTING - BOOKKEEPING SERVICES



Quietly going about YOUR business!

I am a fully qualified BAS Agent, registered with the Tax Practitioners Board and a Fellow with AAT (Assoc. Accounting Technicians).

We are a bookkeeping business employing qualified Bookkeepers &/or trainee Bookkeepers within Australia. We like to work in with our clients as much as possible to suit your needs. Therefore if as a client, you need assistance on a monthly basis, we assist you on a monthly basis but we are not only available to you at that time, we can be available at any time.

Having had 14+ years' experience in Bookkeeping in multiple industries such as hospitality, health services, property development and engineering, to name a few, we have expertise in correcting the mistakes and oversights made by business owners who have little or no knowledge of compliance and accounting practices, or the lack the time to keep up with changes to all the rules and regulations.

By employing our skills, our clients are relieved of the stresses of compliance deadlines and mundane accounting procedures and are given back the time to devote to building their business to its full potential.

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- in** sheila-de-burgh



OUR CORE VALUES

BNI is built on a set of guiding principles which form the foundation on which members interact, conduct themselves and fulfill their goals. At BNI, we're Changing the Way the World does Business®.

01

GIVERS GAIN®

Givers Gain is the underlying philosophy of BNI. We exemplify that by giving business to others, you will get business in return.

02

LIFELONG LEARNING

We believe in the continuous improvement of professional skills. BNI provides a variety of professional opportunities to support lifelong learning.

03

TRADITIONS + INNOVATION

Tradition in an organisation tells us where we come from and lays the foundation of who we are, and yet we are always looking for ways to innovate.

04

POSITIVE ATTITUDE

BNI provides an environment that enables you to surround yourself with people who want to help you succeed, and who are doing so while remaining positive at all times.

05

BUILDING RELATIONSHIPS

Networking is more about farming connections with new contacts than hunting for them. People want to do business with people they know and trust. It's about cultivating those relationships.

06

ACCOUNTABILITY

Successful organisations require commitment and accountability. This key value is the foundation of the impressive return on investment enjoyed by BNI Members.

07

RECOGNITION

Recognition is built into the BNI system so that those that create success for themselves and others are rewarded not just financially but also recognised by their peers at BNI events.

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



Business Network International

**Contact our Leadership Team
for more information**

President:

Kate Coenen

0437 138 219

Vice President:

Stephen Baird

0478 622 705

Treasurer:

Patrick Curlis

0423 272 602

PARK ORCHARDS MEETING DETAILS

Wednesday 6:45 AM

**Domeney Reserve
Knees Road, Park Orchards**