

★★★★ DIARY REMINDERS ★★★★★
UPCOMING BUSINESS GATHERING

Wednesday 19th November 2008

6pm to 7pm

Mount Compass Golf Course

George Francis Drive, Mount Compass
<http://www.fleurieugolfcourse.com.au/>

Please RSVP 8556 8022 by 12th November 2008
or email mgalea@environarc.com.au

- Showcase from venue hosts
- Launch ABN Further Education Scholarship
- ABN Annual General Meeting

Time to network and make contacts with other local businesses and have fun.



Dress Code: Neat Casual
Costs: \$10 per head - drinks and finger food

Local Business Owners, Networking & Fellowship



Not Stranded at Stranded

The 17th September was a great showcase and networking night at Tom and Brooke Howard's restaurant *Stranded* (8554 2022).

This delightful dining spot is on The Strand in Port Elliot, and provides a range of high quality Mexican style food, using the freshest possible ingredients. The nachos and Mexican-style pizzas were simply stunning and the guacamole, with its hint of citrus, was the best ever. There is something for all tastes in *Stranded's* menu, and if you really want to make a night of it with a few friends but don't want to face the drive home, you can book the accommodation upstairs.

Those who attended were also treated to wines donated by Zonda and Dennis Elliott, whose Karanto winery at Langhorne Creek (8537 3106) produces an Aglianico, a Pinot Grigio and a Shiraz – delicious!

Claudia and Rachel from Scoop (8554 2332), also based in Port Elliot, explained that they supply restaurants throughout the Fleurieu Peninsula – including *Stranded* – with locally sourced ingredients. Did you know that locally grown avocados are available for eight months of the year? While Scoop focuses mainly on wholesale to other businesses, they are open to the public on Tuesdays and Thursdays 12-6pm and on Saturdays 10-3pm.

Remember to book your business in for a showcasing event – it is well worth it. We all know that the best advertising is always word of mouth!

Snapshots of the Gathering



ALEXANDRINA COUNCIL WEXPO

“Water and Energy Expo”

31st October 2008 &
7th November 2008

**A free and golden opportunity
for your business.**

Contact the WEXPO Coordinator
at the Council on 8555 7000

**Host an ABN
Networking Gathering or
Showcase your business.**

**Get your Expression of Interest
forms from the website**

www.abnetwork.com.au

Some Business Networking Tips

1. **Keep in mind that networking is about being genuine** and authentic, building trust and relationships, and seeing how you can help others.
2. **Ask yourself what your goals are in participating in networking meetings** so you will pick groups to help you get what you are looking for. Some meetings are based more on learning, some on making contacts, and/or volunteering rather than on strictly making business connections.
3. **Visit as many groups as possible to spark your interest.** Notice the tone and attitude of the group. Do the people sound supportive of one another? Does the leadership appear competent? Many groups will allow you to visit twice before joining.
4. **Hold volunteer positions in organizations.** This is a great way to stay visible and give back to the groups that have helped you.
5. **Ask open-ended questions in networking conversations.** This means questions asking who, what, where, when and how, as opposed to those that can be answered with a simple yes or no. This form of questioning opens up discussion and shows listeners that you are interested in them.

NEW FANTASTIC SRATHALBYN SHOWCASING DVD

This new DVD was launched on the 3rd of October and showcases the ambience of Strathalbyn, the local townships, events and much more.

If you are promoting your business, this is an ideal marketing tool. It goes for 8 minutes, costs \$4.95 and is available from the Strathalbyn Information Centre and selected businesses.

Get one, it is a must!

Well done Strathalbyn Lakes and Tourist Association.

ABN Membership

\$50 per year Full Membership
\$20 per year Associate Membership (if you are a member of SABA, SDCA or SLTA)

Get your forms from the website
www.abnetwork.com.au

Thankyou to all our “**Further Education Scholarship**” sponsors, who include:

- Alexandrina Council
- Fleurieu Regional Development
- Regions at Work
- And all our full financial members

Alexandrina Business Network

c/- Fleurieu Regional Development
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