



*St George &  
Sutherland Shire*

# Invitation for Membership

## What is the role of your BEC?

The Business Enterprise Centre – St George & Sutherland Shire Limited (BEC) is a non-profit organisation dedicated to assisting businesses of all sizes across all industries within our region.

The major role for the Business Enterprise Centre is to provide a one stop shop for local businesses and people wanting to establish a business. As well as providing a complimentary confidential Business Advisory Service the BEC strives to provide support, training and networking opportunities that are affordable and accessible.

**Our mission is helping business in the community to prosper and grow.**

## Your BEC provides the following services to our local business community:-

- ✓ Your BEC is funded by Industry & Investment NSW to provide a Business Advisory Service to businesses located in St George region, Sutherland Shire, Botany and Bankstown Local Government Areas. This complimentary and confidential service is provided by qualified Business Advisors with success and experience and across a range of industry sectors.
- ✓ Growing business through networking and strategic alliances. This BEC recognises the value of networking, referrals and strategic alliances to grow business through sales and management expertise. As such, we offer a range of networking events throughout the year including regular breakfasts, major dinners and industry targeted events such as The China Lunch Room for businesses interested in Trading with China and Fashion Industry events.
- ✓ Affordable Accessible Business Management Workshops including: Sales & Marketing; Management & Leadership; Financial Management; Legal Issues; Record Keeping; Business Development; Web Marketing, Customer Service and Starting a Business.
- ✓ Business Development Expos, Sales Conferences and Events to grow business in our region.
- ✓ Current information and links to federal, state and local government including: Australian Taxation Office, Austrade, IP Australia, AusIndustry, NSW Department of Fair Trading, WorkCover. Referrals to government representatives to assist businesses with specific issues and access government grants
- ✓ A professional referral service and network within the BEC, including Accountants, Solicitors, Insurance, Financial Advisors, Marketers, and Banks.
- ✓ A website which is a community resource for business providing information on business events and activities; a members' referral listing and links (a free listing for members), articles on business development and links to services for business. See [www.becsmallbiz.com.au](http://www.becsmallbiz.com.au)
- ✓ Alliances to grow business – nationally, state-wide and locally.

## Why support the BEC through membership?

- ✓ Your membership supports and grows your local BEC to provide more resources to our business community. This, in turn, promotes economic and social welfare and development through local employment, training and growth of our region.
- ✓ A Business Advisory Service to businesses located in St George region, Sutherland Shire, Botany and Bankstown Local Government Areas. You are entitled to 2 initial consultations at no cost. Once becoming a financial member you will receive an **additional 5** Business Advisory consultations at no cost (non members rate is charged at \$100 per BAS).
- ✓ You will receive reduced rates to BEC workshops and events, (approx 20% discount).
- ✓ You will receive 2 x \$50 Training Vouchers per year (terms & conditions apply).
- ✓ A listing for your business in the Members' Business Directory on the BEC website. The Business Directory will give you a link direct to your website and your contact details. The BEC website enjoys a very high listing with major search engines.
- ✓ Members are also welcome to submit articles on business related topics, provide details of recent successes using our membership section on our website (<http://www.becsmallbiz.com.au/members/member-articles.html>). As a financial member of the BEC you could be communicating with thousands of potential new customers.
- ✓ Opportunities to use the power of direct marketing to all businesses on our Database (currently over 5,500) or through our website by special offers to BEC businesses <http://www.becsmallbiz.com.au/directory/special-offers.html>. This needs to be a genuine BEC offer and not part of an offer for the wider community. Phone 9545 5900 or email [bookings@becsmallbiz.com.au](mailto:bookings@becsmallbiz.com.au) to request the form.
- ✓ Inclusion on BEC Referral Sheet given to all businesses that attend a Business Advisory Service at each of our three locations.
- ✓ Reduced hire rates for Board Room & Training Room usage.
- ✓ Free usage of Interview Room.

## Membership Fees are based on the size of the Business as follows:

### **START UP BUSINESS MEMBERSHIP \$176 (inc gst)**

This membership level is available only for people starting up in the first year of business. Membership is not renewable at this level.

### **SOLE OPERATOR MEMBERSHIP \$220 (inc gst)**

This membership is for one person operating a business with no employees or partners.

### **SMALL BUSINESS MEMBERSHIP \$396 (inc gst)**

For business with 5 or less owners and/or employees within the business in total. All employees of your business are entitled to membership rates to seminars, workshops and networking events.

### **STANDARD MEMBERSHIP \$792 (inc gst)**

For business owners and managers who employ over five people. All employees of your business are entitled to membership rates to seminars, workshops and networking events.

### **CORPORATE MEMBERSHIP \$1584 (inc gst)**

For larger corporations who may have multiple sites and large workforces. All employees based in offices covered by St George & Sutherland Shire are entitled to membership rates to seminars, workshops and networking events.



# MEMBERSHIP APPLICATION

I/We apply for membership of the Business Enterprise Centre – St George & Sutherland Shire Limited and confirm my/our commitment to the aims and objectives of the organisation.

Contact name: \_\_\_\_\_

Business Name: \_\_\_\_\_ Industry Category: \_\_\_\_\_

Business Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_ Date: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

### Annual Membership status applied for:

- Start Up Business Membership \$176 (inc. gst)
- Sole Operator Membership \$220 (inc. gst)
- Small Business Membership \$396 (inc. gst) Number of employees: \_\_\_\_\_
- Standard Membership \$792 (inc. gst) Number of employees: \_\_\_\_\_
- Corporate Membership \$1,584 (inc. gst) Number of employees: \_\_\_\_\_

**Cheques** should be made payable to the BEC – St George & Sutherland Shire Limited and posted to PO Box 3263, Kirrawee NSW 2232.

**Direct Deposits** may also be made to Westpac Bank **BSB 032 151 Account: 296706** in the name of Business Enterprise Centre & quote Customer Reference: **BEC Member + your surname**.

- Credit Card**  Visa  Mastercard

Card Number: \_\_\_\_\_

Expiry Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Enquiries Tel: 9545 5900 or fax: 9545 5988. Email: [bec@becsmallbiz.com.au](mailto:bec@becsmallbiz.com.au)

**As a member your business is entitled to a listing on the BEC Website Business Directory and on our Referral Sheet. Please provide** a description of your business with a **max of 165 characters** including spaces. Please do not use punctuation such as ‘ ; “ or – as these cause problems with the web directory (tip: do not include company name in description).

Please provide any **key words** that may be relevant to your business. Eg. Accountant; accounts; accounting

### Please tick the appropriate business directory category your business falls into, (you may tick more than one):

- Business Services  Finance Services  Graphic Design & Printers  Health & Wellbeing
- IT & Web Services  Legal Services  Local Government & Community Services  Marketing
- Personal Services  Retail & Related Services  Serviced Offices & Venue Hire  Sport & Leisure
- Trade Services  Training & Development

### BUSINESS ENTERPRISE CENTRE PRIVACY POLICY

Personal information is collected to process payments, issue tax receipts; send updates on BEC events and training opportunities. The BEC does not pass your personal information onto any other organisations.

**Office Use Only:** Membership Expiry Date: \_\_\_\_\_

- ACT  ID Status (Referral Member & Member type)  Referral GROUP  Renewal Date  Referral List  Client Type
- Snapshot  WEB  Paid  MYOB  Invoiced  Email Welcome Letter & invoice  Mail Welcome Pack New incl \$50 Training voucher  Logo