

# AUSTRALIAN INSTITUTE OF BUSINESS BROKERS



NATIONAL CONFERENCE  
1 - 3 October

# 2009

**PROSPERING**  
in challenging times

Bayview Eden  
Melbourne, Australia

Chartered affiliate of



## message from the President



The profession of Business Broking has in recent times been engulfed by some unusual and turbulent circumstances. There is no doubt that the successful closure rate on the sale of SMEs has fallen. Traditional sources of enquiry are stretched and the availability of quality stock has proven to be scarce. Some of our member brokers have experienced increased sales in some sectors of the market whilst others advise they are putting in twice the work for half the gain when compared with last year.

Despite these turbulent times the AIBB has changed its constitution to allow the creation of State Chapters to operate under the AIBB umbrella. The President of each State Chapter will automatically become a member of the national body so as to ensure all states are fairly represented. The position of National President will be on a state by state rotational basis. One of the great benefits to emerge as a result of this change is that our Institute has much greater flexibility when choosing a venue for our national conference. This year I'm delighted to invite you to join us at our annual conference in Melbourne. The members of AIBB's Victorian Chapter have selected what they believe to be an excellent venue and I'm sure the theme of 'Prospering in Challenging Times' will be of interest to everyone. The vast array of talented speakers promises to ensure this conference will not only be an outstanding success but of immense benefit to all those attending.

This year has seen the delivery of the first Registered Business Valuers (RBV) course. The training has been comprehensive and specifically directed to the exclusive valuation of small businesses. The course was delivered at the Macquarie Graduate School of Management, Macquarie University, Sydney. Fifteen members of AIBB enrolled and we hope they will all graduate and receive their certificates of attainment at the conference. This qualification has set a new standard in business valuation. AIBB will promote this standard to all entities, organisations and government bodies who require valuations prepared by trained, competent business valuers. Graduates will be listed on AIBB's website and promoted as 'AIBB Registered Business Valuers.'

My personal opinion is that no-one involved in the sale of small businesses can afford to miss this conference. Provision is made within this brochure to book your place at our profession's largest and most rewarding conference, so I encourage you to REGISTER NOW as the number of attendees is limited.

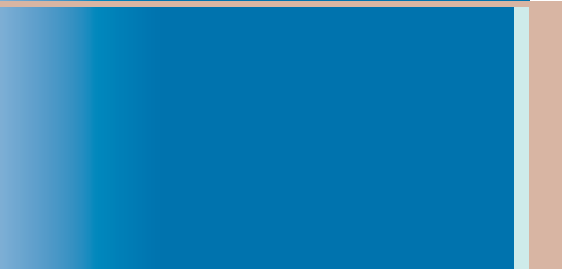
**Garth Griffiths**  
AIBB President



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Football Match - Aussie Rules At MCG, Photographer David Hannah.  
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## conference highlights

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The 2009 AIBB National Conference will be held at the award winning, boutique Bayview Eden overlooking Albert Park Lake and only a short tram ride from the central business and shopping precincts of Melbourne.

The Conference will be opened on Thursday evening at the Bayview Eden by Michael Ossipoff, Director of Capability and Innovation, Telstra Corporation, where delegates will enjoy a cocktail party and networking opportunity with the AIBB National Executive Committee, new and existing members.

Highlights of the business program include informative keynote and industry speakers and a series of valuable workshops that will assist you in practical day-to-day business brokering activities. A report on what your Institute is doing for you, an update on state chapters of the AIBB and a report on our ongoing developments with the IBBA will also be presented.

The Gala Dinner on Friday evening will be a galaxy of amusements as we take a short trip down to St Kilda Beach to the iconic and world famous Luna Park. As you relax with pre-dinner drinks, you can enjoy the fun of the fair as the roller coaster rushes by the windows of our dining room. You will be entertained by carnival folk, plenty of music and dancing, dine on a sumptuous banquet of delicious, gourmet delights and have fun with your unlimited ride pass!

Partners are well catered for and are invited to attend all social functions. A social program exclusively designed for partners 'all things Melbourne' will be available on the Friday. The partner's social program provides a great opportunity for your partner to make new friends.

After the busy conference program, kick back on Saturday evening and relax as you cruise the scenic streets of Melbourne in old-fashioned style onboard the Colonial Tramcar Restaurant. Enjoy the cosy atmosphere, dining on fine cuisine and a selection of Australian wines of your choice from a fully stocked bar.

## keynote speakers



**Joe Pane**  
Peak Performance  
Coach  
The Coaching Institute

There are 4 pillars to sales success.

- Self Management
- Performance Management
- Client Management
- Sales (Listing) Presentation

At least 90% of sales success is psychology, with the remaining 10% being technique. Success comes from your ability to influence others.

Your ability to influence is derived from your knowledge, awareness and understanding of how you and your clients are hard wired as human beings, but you need to know what influences you first so you can identify it in another. This brings us to the first pillar in sales success – self management.

There are 6 human needs that are the driving force in everything we do, in every interaction we have, and there are 6 reasons why people do what they do. These needs determine how we interpret our world and are able to read into what is not being said by our clients. When it becomes clear to you what these 6 needs are and how they impact every waking moment in our lives, you will be able to influence others in ways you never thought possible.

Combining a degree in psychology and 7 years sales experience in the property market, Joe Pane owns and operates a corporate training and personal coaching company.

As a result of Joe's powerful introduction to the first pillar of success, you will learn what has been driving you or in some cases what has been holding you back. These needs impact everything in your career and relationships. Knowing these needs will dramatically impact your results giving you the leading edge in these challenging times.

**Michael Ossipoff**  
Director of Capability  
and Innovation  
Telstra Corporation



Michael Ossipoff joined Telstra in October 1999. He is currently Telstra's Director of Capability and Innovation. This operating unit is tasked with taking the entire Telstra product and service portfolio and bringing it to life in the minds of their corporate clients. The role is responsible for explaining and interpreting the implications of new technology trends and developments so that their customers can best prepare themselves to take advantage of emerging opportunities.

Michael brings over 22 years experience in the IT sector. His perspectives and experiences come from both a major corporate and start up company basis, mixed with his sales and marketing background, as well as his insight from operating his own marketing research company.

In 2007 at the Gold Coast AIBB Conference, Michael's presentation explored the future of technology and where this fast changing world was heading.

Now, in 2009, Michael will review the effect the economic changes over the past two years has had on technology, how we can prosper in challenging times and whether investing in technology will help or hinder our success.



**Darren Cain** B.A (Hons), LL.B (Hons)  
Principal Lawyer  
Klinger Partners Lawyers Melbourne

Darren's clients include some of Australia's largest business broker practices and he regularly advises on all aspects of sales of businesses (all industries), whether on behalf of vendors or purchasers.

A large part of Darren's practice includes tailoring Exclusive and General Sale Authorities for business brokers in all industries and successfully representing business brokers in litigation claims for commissions owing under Authorities in all States and Territories around Australia.

Darren has achieved a particular expertise in understanding all aspects of contracts of sale and legal interpretation of the rights and obligations of parties under Authorities.

Darren will be sharing his knowledge in understanding the fundamental clauses that should be incorporated into every agent's Exclusive Authority; the meaning and legal effect of those clauses and how to best manage (and hopefully avoid) a dispute over commission with a Vendor.

# in challenging times



**Wayne Berry**  
TOP GUN® Sales Coach

Wayne Berry CSP\* is Australia's own TOP GUN Sales Coach and most in-demand speaker on sales, negotiating and sales management.

He is ranked in the top 7% of

professional speakers in the world by the USA based National Speakers Association. (\*CSP is the highest International Accreditation of the NSA and there are only 62 NSAA CSP's in the world.)

He is a best selling author with four books, 'Negotiating In The Age of Integrity', 'How To Get The Best Deal Every Time', 'How To Get The Best Sale Every Time' and 'How To Lead and Motivate A TOP GUN Sales Team'.

Wayne speaks from a life-time of personal experience in sales and business, having started his sales career 35 years ago. As our Keynote Speaker, Wayne will show you how to achieve the success you really want by taking you through 7 steps to a better future. You will be provided with information that can empower you to:

- Stay motivated all the time
- Respond to adversity and create success
- Turn the challenge of change into opportunities
- Enjoy life more and eliminate stress

Later in the program, Wayne will conduct a 'negotiations' workshop, providing you with essential skills to help make you a 'top negotiator'.

Topics covered include:

- Structure of negotiating
- Recognising negotiating opportunities
- 'Counter Instinctive' negotiating strategies for creating Win/Win outcomes
- The 'Secret' of asking questions during negotiations
- Find some of the 20 'Hidden Sources of Power' in most negotiating situations
- Avoid becoming 'Shark Bait' by recognizing and being able to counter most common ploys, gambits and dirty tricks
- Avoid some of the 34 most common mistakes made by negotiators.



**Norm Jenkins**  
MEI GAICD MAIBB

A tech savvy entrepreneur, Norm has started, grown and exited several businesses over the past 20 years.

Originally technically trained in the military, he has turned his skill to adapting technologies to business.

He now lectures in the Bachelor of Business, Entrepreneurship and Innovation (specialising in managing the growing business) as well as running his own business broking practice, The Business End.

The world is coming full circle in the IT space!

Years ago we used main frame computers the size of a house for business computing.

Today the same space can service the needs of a million users along with a myriad of personal and business applications once only available to governments and large multi national organisations.

For business brokers this opens a world full of opportunities to both sell their services and to use a range of dedicated applications in a way that allows them to handle far more transactions than ever before.

The session will explore a range of dedicated and enabling 'business broker' technologies that allow brokers to reduce repetitive tasks, provide more security for their own and clients data and to more effectively manage the day to day operations of a business broking practice.

Presented by Norm Jenkins, with the assistance of Sam Riley, Managing Director of Ansarada and Darren Jones, Director, MyWorkSpace, we will be guided through an exploration of what is available to specifically aid business brokers on the World Wide Web.

## PROSPERING in challenging times

A series of three workshops will be held concurrently throughout the Business program.

The workshops will be presented by experienced business brokers and are designed to assist delegates to realise their potential in their individual practices.

The topics are carefully chosen and their presentation designed to be informative and interactive, allowing participants to share their own experiences and learn from others.

Following feedback from last year's conference, there will be only one presenter for each workshop. Time restraints therefore dictate that each delegate must nominate which two workshops they prefer to attend from the three on offer.

Please nominate these preferences on the form when registering for the conference. We will endeavour to accommodate everyone's requests, however if necessary, earlier registrations will be given preference.

## WORKSHOP 1

### Franchising and National Groups - Is this the Future of Business Broking in Australia?

Over the last twenty years in Australia, the face of residential and commercial real estate has changed dramatically with the rise of the Franchise and National Marketing groups. Every year there appears to be fewer and fewer independent 'boutique' agencies. To date, in Australia, this has not transferred to Business Broking, but is this where our profession is heading?

In this workshop, we will explore the pros and cons of both independent boutique business broking practices and franchised/national groups.

Does specialist knowledge outweigh the strengths of national marketing?

Is paying a franchise fee justified by extra listings?

These and other questions are critical to principals, managers and sales staff. No matter what role you have, come and discuss whether our industry is on the brink of changing forever. This promises to be a thought-provoking workshop.

This workshop will be facilitated by Brett Bowden, the principal, master franchisee and owner of Sunbelt Business Brokers in Australia and New Zealand. He is a licensed Estate Agent, Victoria and a member of the AIBB and IBBA. Prior to acquiring the Sunbelt Master Franchise for Australia and New Zealand, Brett was, for 10 years, the Principal and owner of Australian Business Sales P/L, a business brokerage specialising in the sale of hotels, motels, caravan parks and school camps throughout Australia.

## WORKSHOP 2

### Appraising and Selling Businesses in Challenging Times

No matter whether you have been in our industry for just a short time or all of your working life, everyone agrees that we are facing times like never before.

In this workshop we will offer suggestions and seek advice from all on just how best to cope with them.

- Is the answer in adjusting the 'cap' rates we use?
- Will Vendor finance become an ever increasing factor in selling?
- Do we make enough use of our greatest asset - knowledge?

Do you have experiences you can share or have an idea you would like to discuss with your peers?

Whether principal or salesperson, everyone can learn from others in our industry about what is working for them. This could be the most important workshop you have ever attended

Listen – learn – contribute!

This workshop will be facilitated by Brian Sander. Brian moved from real estate into business sales in mid 1970's and in 1981 formed his own company Sander & Associates. In 2002 he merged with another SA Business Broking firm and created Dale Wood Business Sales Consultancy. Brian is one of the three Directors of that firm.

Brian is one of few in South Australia qualified as both a Valuer and Business Broker and this combination has made him a valuable expert witness in Court matters relating to business valuations and goodwill.

He was recently made a Fellow of the Real Estate Institute of Australasia and was the Inaugural winner in 2005 of the Sir Robert Torrens award for Services to the Industry. Brian is a certified Level 4 Trainer for both the Real Estate Institute of S.A. and TAFE in Business Sales, Valuation & Documentation.

His specialties include: Franchising, Hospitality, Retail Pharmacy Sales, Wholesale Distribution, Manufacturing and Import Businesses.

## WORKSHOP 3

## Mergers and Acquisitions

There is a significant difference between selling SMEs and working with corporations through a merger or acquisition process.

This workshop will provide a comparison between the activities involved in a Merger and Acquisition process versus mainstream Business Broking of SMEs.

Topics will include:

- the difference in the requirements of the respective target markets,
- a comparison of the specific activities and milestones in the majority of transactions,
- the staffing skill sets needed for M&A versus broking, and
- the risk profile of each type of practice.

Workshop activities will rely on a high level of interaction. Participants will be challenged and will emerge from this session far more informed and able to deal with this fascinating sector of our industry.

This workshop will be facilitated by Tim Miles, the founder and Managing Director of Miles Pty Ltd, a highly successful corporate advisory practice which specialises in mid market business divestments plus mergers and acquisitions.

Tim's career has two distinct phases: Eight years working and competing in international motorsport, and seventeen years in the corporate sector, (twelve of these specialising in Mergers, Acquisitions and capital raisings).

Since 2002, Miles has grown exponentially. In FY08 the company completed 8 transactions with a total value of more than \$550M. Some key achievements of Miles include:

- Being ranked 13th in the 'Fast 100' by BRW in 2008
- Growing from a sole trader to a twelve person company with offices in Sydney and Melbourne.

## FORUM PANEL Deal Makers or Deal Breakers

Transacting a business sale is often a difficult, long hard road to travel involving anxious clients, protective representation from the professionals, and the business broker who is trying to pull it all together. This forum will, for the first time, give us the opportunity to openly discuss those concerns and issues that we all face in the process of transacting businesses.

What are the issues?

What are the most common concerns for the broker that repeatedly occur when trying to facilitate the process with all other parties to the transaction? Conversely, what are the most common concerns for the others involved? How can we all do it better and turn a potential deal breaker into a deal maker?

Chaired by: Max Kurz

Panel Members: Darren Cain, Solicitor  
John Buff, Accountant  
Lachlan Robertson, Valuer  
Gordon Eggins, Finance Broker  
Graham O'Hehir, Business Broker



The Arts Centre. Photographer Auroa

## thursday 1 october

| TIME            | EVENT  | VENUE   |
|-----------------|--|---|
| 4.00pm – 5.00pm | Annual General Meeting   | Dame Nellie Melba Room, Netherby Mansion adjacent to Bayview Eden |
| 6.00pm – 7.15pm | Conference Registrations   | Function Foyer, Bayview Eden                                      |
| 6.30pm – 7.00pm | New Members Welcome Function   | Parkside A, Bayview Eden  |
| 7.00pm – 9.00pm | Conference Opening Function - Cocktail Party<br>Conference Opening Address - 'Prospering in Challenging Times'<br>Michael Ossipoff, Director of Capability & Innovation, Telstra Corporation | Parkside A, Bayview Eden  |

## friday 2 october

| TIME              | EVENT  | VENUE                            |
|-------------------|--|----------------------------------|
| 7.30am – 8.15am   | Conference Registrations   | Function Foyer, Bayview Eden     |
| 8.30am – 8.45am   | Presidents Address - Garth Griffiths   | Parkside B, Bayview Eden         |
| 8.45am – 10.00am  | Keynote Address - Wayne Berry, Top Gun Business Academy  | Parkside B, Bayview Eden         |
| 10.00am – 10.15am | Questions  |                                  |
| 10.15am – 11.00am | Networking and Sponsors' Exhibition  | Function Foyer, Bayview Eden     |
| 11.00am – 11.10am | Announcements  | Parkside B, Bayview Eden         |
| 11.10am – 11.15am | Platinum Sponsor Address   | Parkside B, Bayview Eden         |
| 11.15am – 11.20am | Sponsor Address  | Parkside B, Bayview Eden         |
| 11.20am – 12.20pm | Joe Pane - Peak Performance Coach<br>The 6 Invisible Driving Forces of All Human Behaviour   | Parkside B, Bayview Eden         |
| 12.20pm – 12.30pm | Sponsor Addresses  | Parkside B, Bayview Eden         |
| 12.30pm - 1.30pm  | Lunch and Sponsors' Exhibition   | Function Foyer, Bayview Eden     |
| 1.30pm – 3.00pm   | <ul style="list-style-type: none"> <li>Appraising and Selling Businesses in Challenging Times</li> <li>Franchising and National Groups - Is this the Future of Business Broking in Australia?</li> <li>Mergers and Acquisitions</li> </ul> Choose two of three workshops on your Registration Form | Parkside 1, 2 and 3 Bayview Eden |
| 3.00pm - 3.30pm   | Networking and Sponsors Exhibition   |                                  |
| 3.30pm - 5.00pm   | <ul style="list-style-type: none"> <li>Appraising and Selling Businesses in Challenging Times</li> <li>Franchising and National Groups - Is this the Future of Business Broking in Australia?</li> <li>Mergers and Acquisitions</li> </ul> Choose two of three workshops on your Registration Form | Parkside 1, 2 and 3 Bayview Eden |
| 6.30pm - 11.00pm  | Conference Gala Dinner   | Luna Park                        |

## saturday 3 october

| TIME              | EVENT   | VENUE  |
|-------------------|---|--|
| 7.30am – 8.15am   | Women's Forum Breakfast   | Dame Nellie Melba Room,<br>Netherby Mansion    |
| 8.30am – 10.00am  | Professional Presentation - Darren Cain<br>Principal Lawyer – Kliger Partners Lawyers | Parkside B, Bayview Eden                       |
| 10.00am - 10.15am | Questions   |  |
| 10.15am – 11.00am | Networking and Sponsors' Exhibition   | Function Foyer, Bayview Eden                   |
| 11.00am – 12.45pm | Negotiations Group Workshop – Wayne Berry<br>Top Gun Business Academy                 | Parkside B, Bayview Eden                       |
| 12.45pm – 1.45pm  | Lunch and Sponsors' Exhibition  | Function Foyer, Bayview Eden                   |
| 1.45pm – 2.45pm   | Industry Speaker – Norm Jenkins<br>IT – love IT or leave IT                           | Parkside B, Bayview Eden                       |
| 2.45pm – 3.00pm   | IBBA Report   | Parkside B, Bayview Eden                       |
| 3.00pm – 3.30pm   | Networking and Sponsors' Exhibition   | Function Foyer, Bayview Eden                   |
| 3.30pm – 4.30pm   | Forum Panel - Deal Makers or Deal Breakers<br>What are the Issues?                    | Parkside B, Bayview Eden                       |
| 4.30pm – 5.00pm   | AIBB Registered Business Valuer Certificate<br>Presentations<br>Closing Announcements | Parkside B, Bayview Eden                       |
| 5.00pm            | Conference Close  | Parkside B, Bayview Eden                       |
| 8.15pm – 11.30pm  | Social Dinner<br>Colonial Tramcar Restaurant  | Cnr Normanby & Clarendon St<br>South Melbourne |

## VENUE LOCATIONS

**Bayview Eden Melbourne**

6 Queens Road,  
Albert Park, Victoria 3207  
Telephone: (03) 9250 2222

**Car Parking**

Car parking is complimentary to all in-house guests  
Car parking is \$10.00 per vehicle on Friday and  
complimentary on Saturday for conference delegates  
Car parking is subject to availability



Tram- St Kilda, Photographer David Hannah



## conference information

### Who Should Attend?

The Conference is designed for business agency principals, agency managers and business salespeople. Partners are warmly invited to enjoy the delights that Melbourne has to offer and to attend the social functions. Why not arrive earlier or extend your stay and bring the family?

### Networking

Feedback tells us past delegates rate the friendships they have made at the AIBB Conference as one of the most valuable benefits that they take home. Having a network of national contacts is a great asset to every member. Ensure you bring plenty of business cards to swap with other participants during the networking breaks and at social events.

### Venue

Bayview Eden Melbourne is an award winning boutique hotel conveniently situated on Queens Road overlooking the picturesque Albert Park Lake and near to Port Phillip Bay. The venue is located a short tram ride from the central business and shopping precincts of Melbourne.

During your stay at the Bayview Eden take advantage of the gymnasium, sauna and spa at the rooftop health club or the indoor 17 metre heated swimming pool.

Address: 6 Queens Road Albert Park 3207  
Phone: 03 9250 2222

### Investment

Full Registration: Members - \$795  
Non Members - \$995\*

\* Note: Non Member Conference Registration includes first year's membership fee to the AIBB – value \$269.50 (\$55 joining fee and \$214.50 annual membership fee). All prices quoted are inclusive of GST.

Full registration includes Conference Opening function with substantial cocktail menu and guest speaker, full conference business program, lunch and morning and afternoon teas during the program and the Gala Conference Dinner.

Partners are welcome to attend all social functions, however, as this is not included in the delegate's registration, please refer to the registration form for further details.

### Accommodation

To book accommodation at the conference venue please complete the enclosed booking form and send directly to Bayview Eden.

### Early Bird Registrations

#### HUGE SAVINGS

by registering early for the conference! Payment must be received in full with your registration form.

#### SAVE \$200

Registrations Received  
on or Before 14 August 2009

**\$595 Members**

**\$795 Non members**

#### SAVE \$100

Registrations Received  
on or Before 31 August 2009

**\$695 Members**

**\$895 Non Members**

All registrations received after 31 August 2009  
\$795 Members, \$995 Non Members  
All prices quoted are inclusive of GST.

### Sponsors

Sponsors are vital to the success of our conference. Not only do they provide conference support, they provide us with numerous opportunities to discuss existing products and present us with new product information.

Please take time to visit the Sponsors' Exhibition during the breaks. Be sure to have your visit card stamped by every Sponsor to go into the draw for a special prize drawn at the close of the Conference.

## social information

### New Members

New members are invited to attend a special function on Thursday prior to the Conference Opening Cocktail function. You will be introduced to the AIBB's Executive Committee and have the opportunity to meet other new members. Prior to the conference, you will be contacted by an AIBB member who will be your host for the evening.

### Conference Opening Function

New and existing members can relax and enjoy the Conference Opening Function to be held at the Bayview Eden. This year we have a special guest speaker to open the Conference and there will be no need for dinner with a sumptuous cocktail party all included in the conference fee.

### Conference Gala Dinner

The Gala Dinner on Friday evening will be a galaxy of amusements and sensations.

The evening will be 'just for fun', so join in and take a short trip down to St Kilda Beach to the iconic and world famous Luna Park. As you relax with pre-dinner drinks, you can enjoy the fun of the fair as the roller coaster rushes by the windows of our dining room. You will be entertained by carnival folk, dine on a sumptuous banquet of delicious, gourmet delights and there will plenty of time to have fun with your unlimited ride pass! This evening is planned to keep everyone entertained with music and dancing also provided.

**Numbers for this premium event will be limited, so make sure you register early!**

### Women's Forum Breakfast

Women working in Business Broking are not common, but they have a lot in common. This is a great opportunity to share our challenges and triumphs of the past year and to meet new AIBB members in a casual, relaxed atmosphere over a delicious breakfast before the business program of day two commences.

Let's meet – for a special women's breakfast Saturday 7.30am.

### Partner's Social Program

A program exclusively designed for partners. Explore some of Melbourne's food, fashion and historical and contemporary architectural destinations, make new friends and catch up with old. This day would be of interest to both visitors to Melbourne and locals.

Enjoy the exciting hustle and bustle of the historic Queen Victoria Market. Relive over 130 days of colourful history as you stroll through the market precinct. Enjoy samples of scrumptious delicacies found at the market and meet some of the specialist traders who will share their valuable hints in selecting produce.

A tram ride to lunch at Solarino's, then spend the afternoon discovering some of the out-of-the-way places hiding in Melbourne's exquisite arcades and historical lanes. History, fashion and chocolate combine to give you a delicious taste of life in this vibrant city. We go to Collins St famous for its fine fashion stores. We visit the historical Block Arcade built in the early 1890s, classified by the National Trust and one of the finest examples of a 19th Century shopping arcade with a mosaic floor and glass etched ceiling. Nearby is Haigh's Chocolates – one of Australia's best known chocolatiers dating back to 1915.

### Social Dinner

After the busy conference program, kick back on Saturday evening and relax as you cruise the scenic streets of Melbourne in old-fashioned style onboard the Colonial Tramcar Restaurant. Enjoy the cosy atmosphere, dining on a five course meal of fine cuisine and select your choice of refreshments from the fully stocked bar.

### Dress Code

The recommended attire for all business sessions and for most functions will be smart casual, however, the attire for the Conference Opening Function on Thursday evening will be After Five (cocktail dress / tie and jacket).



# PARTNERS SOCIAL PROGRAM

friday 2 october

A social program designed for partners to explore some of Melbourne's food, fashion and historical and contemporary architectural destinations while providing a great opportunity to meet new friends. This day would be of interest to both visitors to Melbourne and locals.

## Combined Heritage Market and Foodies Dream Tour

Enjoy two fun-filled hours of food in the exciting hustle and bustle of the historic Queen Victoria Market. Relive over 130 days of colourful history as you stroll through the market precinct. Learn secrets of the past life of the market and discover how the changing face of Melbourne was reflected in the produce sold at the market. Enjoy a sample of some of the scrumptious delicacies found at the market and meet some of the specialist traders who will share their valuable hints in selecting produce.

Jump on a Melbourne tram to travel to lunch at Solarino's where you can enjoy a relaxing meal and glass of wine before setting off for your afternoon adventure.

## Chocolate, Fashion and Melbourne's Arcades Tour

Spend the afternoon discovering some of the out-of-the-way places hiding in Melbourne's exquisite arcades and historical lanes. History, fashion and chocolate combine to give you a delicious taste of life in this vibrant city. We go to Collins St, famous for its fine fashion stores. We visit the historical Block Arcade built in the early 1890s, classified by the National Trust and one of the finest examples of a 19th Century shopping arcade, with a mosaic floor and glass etched ceiling. Nearby is Haigh's Chocolates – one of Australia's best known chocolatiers dating back to 1915.

The total cost for the tours is \$55.  
Lunch and transport at own cost.

**To book for the Partners' Program, please refer to the Conference Registration Form.**



City Circle Tram, Photographer James Lauritz



# 2009 NATIONAL CONFERENCE

## 1 – 3 October 2009

BAYVIEW EDEN HOTEL  
MELBOURNE, AUSTRALIA

Name \_\_\_\_\_

AIBB Member Yes  No

Company \_\_\_\_\_

Address \_\_\_\_\_

Suburb / Town \_\_\_\_\_

State \_\_\_\_\_ Postcode \_\_\_\_\_

Phone (bus.) \_\_\_\_\_ Mobile \_\_\_\_\_

Email \_\_\_\_\_ Fax \_\_\_\_\_

Do you have any dietary requirements? If yes, please provide details:

\_\_\_\_\_

Do you have any accessibility / mobility requirements? If yes, please provide details:

\_\_\_\_\_

Is your spouse / partner accompanying you? Yes  No

Spouse / partner Information

Name \_\_\_\_\_

Mobile \_\_\_\_\_

(This will only be used if we need to contact your spouse / partner during the conference)

Does your spouse / partner have any dietary requirements? If yes, please provide details:

\_\_\_\_\_

Does your spouse / partner have any accessibility / mobility requirements? If yes, please provide details:

\_\_\_\_\_

Would you like your spouse / partner to join other partners on a social day while you are attending the conference business program? Yes  No

(If yes, please refer to page 12 of the brochure and include their requirements of your registration form)



**2009 NATIONAL CONFERENCE**  
1 – 3 October 2009

PLEASE USE A SEPARATE  
FORM FOR EACH DELEGATE

Which social events will you and your spouse / partner be attending? Please indicate by ticking the boxes below:

FULL CONFERENCE DELEGATE PACKAGE, PER PERSON, INCLUDES:

- Conference Open Function                       Two-Day Conference Program  
 Lunch, morning and afternoon tea on Conference days     Conference Gala Dinner at Luna Park

If your spouse / partner would like to attend any of the social functions, this is an additional cost to your conference package fee. Please nominate below if your partner will be attending any of the social functions by completing the amount of additional tickets you require. This does not include attendance at the daytime conference program.

| ITEM   | FULL CONFERENCE PACKAGE REGISTRATION Incorporates Thursday evening to Saturday afternoon | TOTAL   |          |
|--|--|---|----------|
|  | AIBB Financial Member  | Non-Member*   |          |
| A(i)   | Save \$200! Register and pay in full on or before 14 August 2009 \$595.00                | Save \$200! Register and pay in full on or before 14 August 2009 \$795.00           | \$       |
| A(ii)  | Save \$100! Register and pay in full between 15 August and 31 August 2009 \$695.00       | Save \$100! Register and pay in full between 15 August and 31 August 2009 \$ 895.00 | \$       |
| A(iii)   | All registrations received after 31 August 2009 \$795.00                                 | All registrations received after 31 August 2009 \$995.00                            | \$       |
| <b>SOCIAL FUNCTIONS</b>  |  |   |          |
| B  | Conference Opening Function Thursday 1 October (evening)                                 | One ticket included in Full Registration Plus ____ additional tickets @ \$50 each   | \$       |
| C  | Conference Gala Dinner Friday 2 October (evening)  | One ticket included in Full Registration Plus ____ additional tickets @ \$100 each  | \$       |
| D  | Women's Breakfast Forum  | Sponsored by AIBB. <u>Delegates only</u>  | \$       |
| E  | Partners Social Program Friday 2 October (daytime)                                       | _____ tickets @ \$55.00 each (Includes two tours)                                   | \$       |
| F  | Social Dinner - Colonial Tramcar Restaurant Saturday 3 October (evening)                 | _____ tickets @ \$137.50 each (Includes five course meal with full drinks menu)     | \$       |
| All prices quoted are inclusive of GST. *Note: Non Member Conference Registration includes first year's membership fee to the AIBB – value \$269.50 including GST (\$55 joining fee and \$214.50 annual membership fee). |  |   | TOTAL \$ |

**WORKSHOPS:**

A series of three workshops will be run concurrently as part of the business program. Please indicate your preference for which two workshops you would prefer to attend from the three on offer.

PLEASE TICK TWO CHOICES

- Mergers and Acquisitions  
 Appraising and Selling Business in Challenging Times  
 Franchising or National Groups - is this the Future of Business Broking in Australia?

**ACCOMMODATION:** Refer to enclosed booking form

**PAYMENT OPTIONS:**

**CHEQUE**  
 If paying by cheque, please post your completed registration and payment to:  
 AIBB 2009 National Conference  
 Conference Action  
 PO Box 576  
 Crows Nest NSW 1585  
 Telephone enquiries  
 (02) 9437 9333

**CREDIT CARD**  
 If paying by credit card, please fax your completed registration form to:  
 Conference Action  
 (02) 9901 4586  
 When faxing, please ensure you fax the two pages of the registration form.

MASTERCARD                       VISA

NAME ON CARD \_\_\_\_\_

NUMBER \_\_\_\_\_

EXPIRY DATE \_\_\_\_\_

SIGNATURE \_\_\_\_\_

or Register Online [www.aibb.org.au/conference09](http://www.aibb.org.au/conference09)

AUSTRALIAN INSTITUTE  
OF BUSINESS BROKERS

NATIONAL CONFERENCE  
1 – 3 October



early bird registrations  
**HUGE SAVINGS**  
by registering early for the conference!

Payment must be recieved in full with your registration form.

**SAVE \$200**

REGISTRATIONS RECEIVED ON  
OR BEFORE 14 AUGUST 2009

\$595.00 MEMBERS

\$795.00 NON MEMBERS

**SAVE \$100**

REGISTRATIONS RECEIVED ON  
OR BEFORE 31 AUGUST 2009

\$695.00 MEMBERS

\$895.00 NON MEMBERS

All registrations received after 31 August 2009  
\$795 Members, \$995 Non Member.

All prices quoted are inclusive of GST

# WE WOULD LIKE TO THANK OUR SPONSORS FOR THEIR CONTINUING SUPPORT

## PLATINUM



## GOLD



COVERFORCE



## SILVER

## BRONZE



IMPACT  
LISTS



## EVENT SUPPORTERS

RANKIN NATHAN  
lawyers



AUSTRALIAN INSTITUTE OF  
BUSINESS BROKERS INC  
SUITE 202, 308 PACIFIC HIGHWAY,  
CROWS NEST NSW 2065

FOR FURTHER INFORMATION  
ON OUR INSTITUTE EMAIL  
[info@aibb.org.au](mailto:info@aibb.org.au) OR CALL  
1300 79 66 67  
[www.aibb.org.au/conference09](http://www.aibb.org.au/conference09)

