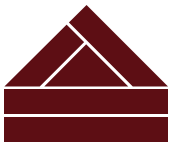

Newcastle
BUSINESS CLUB

2018 Vision

an overview of the year that was

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Holly Martin

2018 PRESIDENT

Newcastle Business Club

It has been a great honour to be President during the 85th year of Newcastle Business Club. This organisation holds a special place in my heart as it was the first business and networking event I ever attended. And I have been attending regularly ever since!

I have seen a lot of change over the last decade and a half, but I am also proud of the many traditions that have been maintained. I've always been a little sentimental about the Club, keen to keep its traditions. It's not that I am against change, but I've just never wanted to do it for the sake of change. I believe that the Club has managed to balance this, finding ways to stay relevant, whilst still remembering its roots.

One of the ways we have done this is the launch of the annual edition of VISION. For years VISION was weekly, then a monthly publication, but as the digital age took over, VISION lost its relevance. So instead we have decided to provide a yearly magazine that is a recap of the year that was. A great way to retain our tradition, but in a format that is more fitting for 2018. A big thank you to the member organisations who have supported this magazine, to ensure it is free for our members and guests.

As part of our 85th anniversary celebrations we recorded over 40 videos of past Presidents, Life Members and people with a close connection to the Club. It was amazing to reconnect with some people and to meet others that I had heard so much about. These people were so generous in sharing their memories and articulating why Newcastle Business Club is such an important institution. And of course, we had a fabulous time celebrating, at the gala ball held in May. (See more on page 2)

I would also like to highlight how fantastic the committee have been this year, a great mix of people who have been on the committee for a while and some fresh faces. These are businesspeople who give freely of their time and expertise and are great advocates for the Club. (See more on page 8)

One of my goals this year was to develop a roster of speakers, each focusing on a different topic. Therefore, this year we listened to experts in marketing, finance, sport, cyber, retail, corporate social responsibility, leadership, mental health and more.

In addition, we invested in our AV capabilities, a small investment for a great outcome. It means that our events are more enjoyable for our attendees – vital, when events are the cornerstone of the Club!

During 2018 we also strengthened our member offering this year and as a result saw an increase in our membership. One of the key new introductions was a member only function. Not only was this event free, it was also held in the evening (as opposed to our usual luncheons). (See more on page 10) I was also pleased to see an increase in sponsors and supporters of our events. All of these businesses allowed us to present a high calibre of speakers. (See more on page 40).

I feel confident our membership will continue to grow with the introduction of a new membership software. For years the Club has looked for a cost-effective solution to house our member database, as well as manage our events. This software will allow a more cohesive database, more automation and better record keeping.

I look forward to seeing Newcastle Business Club go from strength to strength in the future

NEWCASTLE BUSINESS CLUB | VISION 2018

85TH ANNIVERSARY

Past Presidents

Photography: Edward Cross

Newcastle Inspired video series

Supporting Hunter Prostate Cancer Alliance

20/20 Business video series

Newcastle
BUSINESS CLUB
ORGANISATION OF THE YEAR

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Photography: Edward Cross

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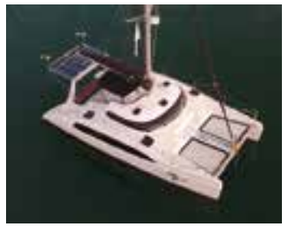

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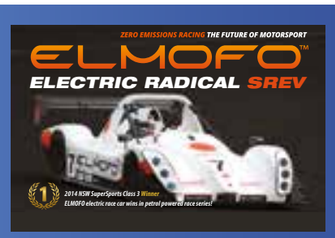

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Lenore Miller
Junior Vice-President

Lenore specialises in building leadership capability, implementing effective change management strategies and bolstering employee engagement. Her approach supports the development of more resilient people and organisations, fully aligned with their organisation's strategy and able to deliver results.

Lenore has been a mentor on Newcastle's Women in Business Program since 2011, Ambassador for Asthma Australia since 2008 and this is her first year on the committee.

Holly Martin
President

Holly is the owner of local boutique consultancy, The Marketing GP, as well as the General Manager of local business news website Hunter Headline.

Holly has been a Club member since 2002 and Committee Member since 2004. She was the Junior Vice-President and Editor of VISION magazine and undertook a number of marketing and event management tasks for the Club. She is now the 85th President of the Club.

Craig Wellings
Senior Vice President

Craig is the founder and owner of Hunter Signs, a leading manufacturer of signage, print and display products.

Craig has been a Club member since 2014 and was appointed Senior Vice President in June 2018. Craig is a former Vice President of the Maitland Business Chamber, a current Director of Ronald McDonald House Charities and passionate advocate for business and community in the Hunter Region.

Clare Ferguson
Committee Member

Clare is a partner in Monica Clare Recruitment. Her background covers 15 years in the Recruitment sector in both Australia and the UK. She is passionate about making a difference in people's career choices and supporting businesses to hire the very best talent.

Clare enjoys playing hockey, spending time with family and friends and contributing to the Newcastle community.

This is Clare's first year on the committee.

Kris Leck
Sergeant-At-Arms

Kris is the Director of a Project Management firm, Catalyst Project Consulting. His background includes over 18 years in commercial construction and project management.

Kris is also a Director of Renew Newcastle, Director of Newcastle NOW and Chairperson for Lake Mac Business. During 2011 Kris was President and this is his eighth year on the committee.

Alex Nicolaidis
Treasurer

Alex gives business owners peace of mind about their bookkeeping. Booksmart Accounting Solutions is a forward-thinking cloud based business, who are passionate about connecting clients with innovative solutions in the accounting and bookkeeping industry.

A successful day for Alex is one where she has introduced a solution to a business owner which will save them time, reduce their business stress, have an 'Aha!' moment and shared some of her nerdy number insights with them.

This is Alex's first year on the committee.

Photography: Edward Cross

Sonya Hughes
Committee Member

Sonya is a born and bred Novocastrian, passionate about this city and the opportunities it provides.

As part of the professional team at Doyle Partners since 2008, Sonya enjoys maintaining strong client relationships, networking and marketing for the firm. Outside of working life, if you can't find Sonya in a local restaurant, dance class or café, she is studying for her law degree.

Steph Jordan
Committee Member

Stephanie is a local Novocastrian who grew up in New Lambton. She studied Business at the University of Newcastle and worked in the construction industry for seven years before a passion for property prompted a career change to residential real estate sales.

Stephanie has since been at Dalton Partners New Lambton office where she believes in providing exceptional communication and customer service to her clients.

This is Stephanie's first year on the committe.

Alyssa Gill
Committee Member

Alyssa's passion is for bringing brands to life through persuasive and engaging storytelling. Founder and Chief Wordsmith of local boutique content agency, Squib Communications, Alyssa specialises in strategic inbound marketing and customer engagement campaigns through digital marketing, social media and the written word.

Alyssa is the Co-Founder of Newcastle's Business Book Club, Editor of Hunter Headline and in her second year on the Newcastle Business Club Committee.

Sam Matthews
Committee Member

Sam recently joined his family business, Matthews Jewellers, in 2018. Prior to this he spent 12 years in the corporate world working with the Commonwealth Bank. Sam oversees the four Matthews Jewellers retail jewellery stores at Charlestown Square, Westfield Kotara, Salamander Bay and Singleton.

Sam also enjoys cycling, surfing and spending time with his young family.

Tiron Manning
Committee Member

Tiron has over 10 years experience in the Newcastle real estate industry. He helps people buy a home or an investment property in the Newcastle & Lake Macquarie Region.

Tiron joined the committee in 2011, became one of the youngest Presidents in 2014 and continues to enjoy being a committee member.

Anna Bailey
Committee Member

Anna is a Property and Estate Planning Lawyer for Hall & Wilcox. She acts for some of Newcastle's major institutions including RMS, Port Stephens Council and Hunter Development Corporation as well as businesses, developers and private clients.

Anna enjoys yoga and spending time with the family.

Anna has been on the committee since 2013.

MEMBERS FUNCTION

Newcastle Yacht Club

During 2018 the committee introduced a new event – the members only function. This was a free event, available only to current members of Newcastle Business Club and was held at the Newcastle Yacht Club on 28 March 2018.

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Mayoral Panel

FEBRUARY 6

Harbourview Function Centre

President's Message

Our annual Mayoral Panel was a great way to start the year, with our tickets selling out before the event!

In case you missed my message last month, one of the new member benefits is that if you are a member you get access to event tickets 48 hours prior to everyone else. If our other events continue to sell out, this member benefit alone will make your (very cost-effective) membership worth it.

Each of our speakers was tasked around the topic 'What council is doing for business'.

Cr Kay Fraser, from Lake Macquarie City Council had a long list of ways that Council is embracing business – including through their economic subsidiary, Dantia. Which has resulted in 250 direct and indirect jobs, with the potential for 1,000 more.

Cr Loretta Baker, from Maitland City Council, focused on the growth of her LGA as a key driver for council, with Maitland once again found to be the fastest growing non-metropolitan area in Australia.

Cr Ryan Palmer admitted that the interests of business are close to his heart and one of the key drivers for his campaign to be mayor of Port Stephens. He has big plans for the region and wants to build capacity for their business community.

Our final speaker was actually the Newcastle City Council CEO, Jeremy Bath, who stepped in for Cr Nuatali Nelmes. He focused on the plans to revitalise the CBD and the flow-on effects the light rail will have for the wider business community.

With so many speakers on the ticket we had to keep to a tight schedule and all the participants became very wary of the official timing gong!

At this luncheon we also launched our first round of the new Member Draw. Each month members in attendance at a luncheon go in the draw to win a $50 gift voucher, donated by Westfield Kotara. If the member is not in attendance the voucher rolls over to the next month. Which was the case! So the member draw for March will be for $100 of gift vouchers. Yet another reason to be a member and come along to our luncheons!

There was also some excitement about our first ever, members only FREE function – which will be held at the end of March. This is an exclusive, invite only event, where our members have the chance to network with each other. We're also on a look-out for a sponsor for this event, if you're interested, please get in touch with us.

And now to our next luncheon! Our topic is How prepared is your business to defend a cyber attack? – something which is relevant for all businesses, large or small. Darren Hopkins is a Partner of McGrathNicol Forensic within the Technology Advisory team. This means he is on the front line of seeing cyber security issues and solutions in real time. At this luncheon Darren will discuss the current issues and trends in relation to cyber security, including the evolution of attacks and how organisations can be prepared.

I hope to see you at one of our luncheons soon.

Cheers,
Holly Martin | 2018 President

Photography: Martin Sully

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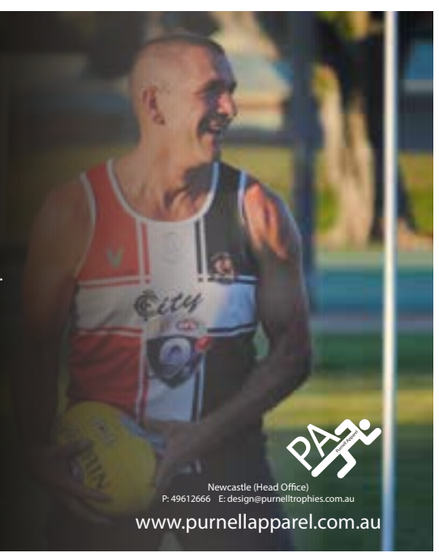

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Making cyber security a priority – no matter the size of your business

MARCH 6

Harbourview Function Centre

President's Message

As the pace of technology advances increases, so does out reliance on it as part of our businesses. Therefore, the threat of cyber security comes to the forefront, because a cyber breach could result in the dismantling of our businesses, as has been seen in the past.

Our March luncheon speaker, Darren Hopkins is a Partner of McGrathNicol Forensic within the Technology Advisory team. This means he is on the front line of seeing cyber security issues and solutions in real time.

He shared with us some insights into actual breaches that have occurred and how and why they happened. Some of his statistics included the value of information sold on the black market, ranging from stolen email addresses, to credit card details, cloud accounts and so much more.

The cost of compromise to our cyber networks is high, including reputational costs, legal costs, diversion of staff and resources, lost productivity, ransom etc.

But it wasn't all doom and gloom! Darren outlined a number of initiatives for resilience, as well as some practical examples of what has and hasn't worked for other businesses.

This event was supported by the NSW Cyber Security Network, a new group that is led by the State's universities and backed by the NSW Government. The NSW Cyber Security Network will harness the state's considerable R&D strengths to help protect government and industry against major cyber attacks.

Next month we are pleased to partner with Westifeld Kotara to look at Keeping bricks and mortar relevant in an online age, welcoming Phil McAveety, Director Customer Experience of Scentre Group, as our guest speaker.

But before our next luncheon we will be holding another event – our first ever members only networking function! This event is one of the new benefits of Newcastle Business Club membership, as invitations are exclusively for 2018 members. The event is free, thanks to our sponsor Jenkins Legal Services. If you have not received your invitation yet, please email us at mail@newcastlebusinessclub.com.au

I hope to see you at one of our luncheons soon.

Holly Martin | 2018 President

Talk to Larissa Howard

She specialises in the legal issues that business owners (& their advisors) need to know about to plan for growing older.

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NEWCASTLE BUSINESS CLUB | VISION 2018

Making retail an experience for your customers, not just a purchase

APRIL 10

Harbourview Function Centre

President's Message

Our April luncheon was a packed house, with everyone keen to hear from Phil McAveety, Director Customer Experience of Scentre Group (who manages Westfield – among other things!)

He provided a captivating presentation about the approach of their team to look at the entire experience for their customers – not just the buying experience. This means they no longer look at their sites as shopping centres, but rather than living centres – a place where you want to go, not have to go.

Phil was very clear on their focus of the customers as the centre of their decisions, looking for ways to ensure what he called the 'experience economy', which is driven by what the consumer wants, rather than just needs.

The topic was Keeping bricks and mortar relevant in an online age and the main point Phil made around this was that the online has provided a challenge, but it just means that places like Westfield Kotara need to rise to that challenge, as opposed to being fearful of it.

The cherry on top for our attendees was that they all received a double movie pass, courtesy of our event partner, Westfield Kotara!

And now on to May – where we have not only one, but two events!

MAY LUNCHEON
First to the luncheon – we are partnering with Wine Selectors, a local success story. Speaking on the topic of Responding to shifting customer expectations of choice, will be Lois Donaldson – the General Manager responsible for Marketing, Product and Business Development at Wine Selectors.

This is a story of how a 40-year-old Newcastle business has re-invented itself into a customer-centric organisation appealing to today's most valuable wine enthusiasts right across Australia. It's a story that highlights the importance of strategy before tactics and purpose before price.

And our bonus for this event is that during lunch you'll also have the opportunity to taste some great Hunter wine and learn about varieties that are also achieving strong growth through re-invention becoming more relevant to today's wine drinkers.

Make sure you buy your ticket now, so you don't miss out!

85th GALA DINNER
And now to the second event, our 85th gala dinner. As you would all be aware, 2018 is the 85th anniversary of Newcastle Business Club.

Established in 1933, Newcastle was in depression when five men came together to create the Newcastle Business Men's Club. It was a time of great doubt, but also a time of great anticipation. Newcastle business people were motivated, they were enterprising and they were challenged to provide opportunities for employment and business growth. Themes that stay true today! In 1933 the population of the Hunter region was around 104,000 – whereas now the Lower Hunter stands at over 540,000.

It is incredible to think that throughout all the changes that have occurred in the last eight and half decades that this organisation has managed to not just survive, but thrive. And I think a lot of that has to do with the willingness of the Club committee and its members to stay true to its traditions, but also embrace change where appropriate.

Obviously a major change was the name from Newcastle Business Men's Club to Newcastle Business Club – which was so much more than a rename, but a completely different and more inclusive approach.

So on Friday, 18 May 2018 we will gather at Newcastle Club (which also has strong links to Newcastle Business Club), to celebrate 85 years of tradition and change of Newcastle Business Club. I would love to have you join us – more details can be found here.

And finally, we are continuing planning for other events throughout the year – if you would like to get involved as a sponsor, please get in touch.

I hope to see you at one of our luncheons soon.

Holly Martin | 2018 President

Focusing on your customer's needs, not your own

MAY 8

Harbourview Function Centre

President's Message

It was great to welcome Lois Donaldson from Wine Selectors, to our May luncheon. She provided some great insight into the customer journey that Wine Selectors has been on.

A local quiet achiever, the organisation has successfully repositioned itself to remain relevant in a rapidly changing marketplace. Most of us would remember the approach from years previously, whereby members of Wine Selectors would receive a box of wine chosen by the team. The concept was that the 'wine selectors' in the organisation would use their expertise to choose the best options for that month.

However, with changing customer expectations this approach was no longer relevant. Lois shared with us the journey of change the organisation has been on and how their focus is on the customer's need and finding business solutions to meet those needs.

A great addition to the luncheon was the wine tasting that Adam Walls provided, pairing wines with the delicious lunch and dessert provided by Blue Star catering.

Next month we are thrilled to be partnering with GWG Partners, Hall & Wilcox and Jirsch Sutherland to present Thérèse Rein.

Thérèse is an Australian entrepreneur who founded and grew Ingeus, a human services company, from a single person in an attic office in Brisbane in 1989 to 6000 colleagues serving half a million people at any one time in twelve countries around the world.

Obviously she is also the wife of past Prime Minister, Kevin Rudd!

We will also be supporting Barefoot College with this event, a charity that Thérèse is a patron of and local businesswoman, Shivani Gupta, is a board member of.

I'm also happy to announce that our Annual Awards are now open. The Newcastle Business Club Annual Awards recognise a younger (under 35) person, an individual and a company/organisation each year who have made a significant contribution toward the commonweal of Newcastle and the Hunter Region. Whether that is through the improvement of industry, culture, education, sport or the overall wellbeing of the citizens of Newcastle.

In an exciting development, this year we are also partnering with the Equal Future Project to deliver the Hunter Diversity Awards.

In their fourth year, the awards aim to recognise and celebrate the diversity champions among us, those who have discovered what works in making their organisation and/or community a fairer, more equitable and more successful place to live and work.

And finally, we are continuing planning for other events throughout the year – if you would like to get involved as a sponsor, please get in touch.

I hope to see you at one of our luncheons soon.

Holly Martin | 2018 President

"It was great to welcome Lois Donaldson from Wine Selectors, to our May luncheon. She provided some great insight into the customer journey that Wine Selectors has been on."

Photography: Martin Sully

It’s not work/life balance, it’s about alignment of values

JUNE 12

Harbourview Function Centre

President’s Message

Increasingly I have come to see that chasing after a work/life balance becomes problematic. Because it draws a line in the sand between work and life. Instead I believe that we should be looking to work within organisations that align with our values and allows an intersection between work and life.

Our June speaker, Thérèse Rein, talked about creating and leading purposeful businesses – and how it starts with us. We have to consider what we want to see change in the world and how our businesses can work towards that. Thérèse shared with us a story from early on in her career and how it made her realise that she had found the right career.

Following on from her presentation, local entrepreneur, Shivani Gupta, lead a Q&A, that could have gone on all afternoon! We only cut it short as we were fast approaching the end of our event.

Another key focus of the luncheon was our support of Barefoot College. Thérèse is a Patron and Shivani a board member and they both spoke with passion about the amazing work the charity undertakes. Newcastle Business Club was thrilled to be able to donate $7,000 – due to the support of our sponsors GWG Partners, Hall & Wilcox and Jirsch Sutherland – with guests of the event donating another $3,000.

What is remarkable about this donation is that it costs $150 to send a girl in India to school for a year. And yes, you read that correctly. Therefore, this donation could result in over 66 girls being able to attend school for a year – not bad for one luncheon.

If you would like to donate yourself, here is the link. Just choose Girl’s Education from the list. The Human Kind Project allows Barefoot College to provide you with your tax deductible receipt.

Next month we get to reflect on more good works – through our annual awards!

The Newcastle Business Club Annual Awards recognise a younger (under 35) person, an individual and a company/ organisation each year who have made a significant contribution toward the commonweal of Newcastle and the Hunter Region. Whether that is through the improvement of industry, culture, education, sport or the overall wellbeing of the citizens of Newcastle.

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I hope to see you at one of our luncheons soon.

Holly Martin | 2018 President

MARTIN SULLY DESIGN

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Photography: Martin Sully

Annual Awards

JULY 10

Harbourview Function Centre

President's Message

Sometimes you come across businesses and individuals that are going out of their way to contribute to the communities we work and live within – and this is what was on display during the 2018 Newcastle Business Club Awards.

Established in 1975 the core purpose of the awards is to recognise those that are contributing positively to the commonweal of the region. And all of our finalists certainly demonstrated that!

When our winners were announced at the July luncheon, what struck me most was how easy it was to see the judges had made the right choice. All three of our winners were able to eloquently demonstrate why they won, during their acceptance speeches.

The contribution of the winners to our community cannot be denied and it was a pleasure to be able to recognise them in front of a sold out crowd. The awards have been running for 43 years and Colin Law (individual), Lloyd Valentine (Youth) and Out of the Square Media (Organisation) now have a place in history.

Our winners were presented with a framed certificate detailing why they won, as well as a print of The Summerhouse by Hilda Rix-Nicholas. 43 years ago when the awards were established the Newcastle Region Art Gallery project was underway and the Club decided to make a presentation to the Gallery of a major work of art – which ended up being The Summerhouse.

The painting symbolises a commitment by this Club and its members to the people of this region and importantly helps us to keep a strong tradition of recognising those who have contributed to the commonweal of the city.

Another exciting element to our awards this year was our collaboration with The Equal Futures Project to help deliver their Hunter Diversity Awards. Newcastle Business Club itself has come a long way in its diversity – but like many organisations, there is still room for improvement! It was great to work with chair of The Equal Futures Project, Dr Kirsten Molloy, and chair of the Hunter Diversity Awards, Liz Baker, to announce their winners – Deirdra Tindale (Individual) and AECOM (Organisation).

Next month we are thrilled to be bringing Effie Zahos to town – you would know her from her frequent appearances on The TODAY Show as their finance expert and also as Editor of Money Magazine.

We are able to bring this event to you thanks to the sponsorship of Thirdi Group as our gold sponsor and Evolution Advisers as our silver sponsor.

Tickets are already on sale and selling fast! So, get in quick.

And before you buy, if you're not a member yet, make sure you sign up as we have a discounted half year price and then you can get all the member benefits for the rest of the year.

I hope to see you at one of our luncheons soon.

Holly Martin | 2018 President

Photography: Martin Sully

Award Winners 2018

Organisation
Out of the Square Media

Out of the Square Media (OOTS) is an advertising, creative and content agency, located in Newcastle but working with client across Australia. They produce high quality work, both locally and nationally, for organisation such as Greater Bank, Port Waratah Coal Services, Port of Newcastle and Newcastle Airport.

OOTS are clearly an organisation passionate about Newcastle, which is evidenced by their outstanding portfolio of self-funded projects, a body of work that has been tirelessly produced by the team over many years, to raise the profile and awareness of Newcastle and the Hunter region.

Youth
Lloyd Valentine

Lloyd Valentine is an exceptional example of someone who doesn't let adversity stop him from achieving and giving back to his community.

After experiencing significant and debilitating health issues for many years, including significant brain deterioration, Lloyd started to tentatively regain his strength – both mentally and physically. He began volunteering in the disabilities sector and discovered he had a passion for helping and working with people with a disability. At the same time, he realised that he wanted to provide a different and more positive experience for marginalised people and launched the Health Change Challenge in 2016.

Individual
Colin Law

Colin Law is a well-known businessman, committed to working in collaboration with businesses in the region.

His role leading SME Business Banking with CommBank sees him liaise with a wide range of business owners and managers across the region, providing advice and reassurance. But more than that, he has led the charge to ensure the multinational bank has strong ties to the local area and supports the community it works within.

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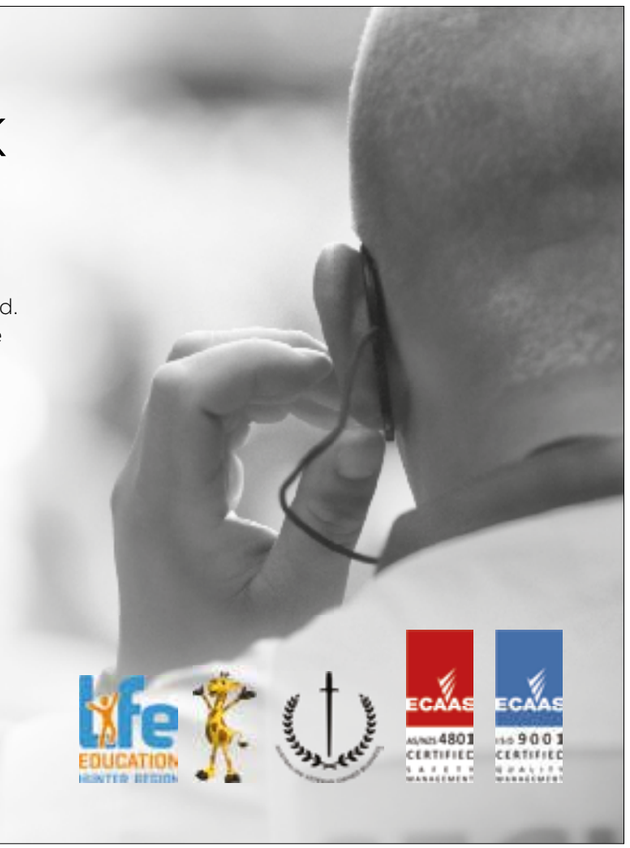

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AUGUST 14

Harbourview Function Centre

President's Message

Effie Zahos has the ability to entertain and educate, as well as get a packed room of people to hang on her every word. We were thrilled to be able to collaborate with our gold sponsor Thirdi and silver sponsor Evolution Advisers to bring the vibrant Effie to Newcastle.

She provided an amazing amount of information in a short time, with one of her hot tips to avoid trying to make your financial decisions based on data from the past. Another was that it's not what you earn, it's what you spend – such a simple idea, and yet it is so true!

Effie also talked about the concept of behavioural economics – an analysis that uses psychological insights into human behaviour to explain their economic decision-making. She said that in order to be financially savvy, we need to consider what we do and why we do it, then we can make the required changes. And this is where automated systems can work in our favour – automatic transfers into our savings accounts, or even using a system like ING Direct, whereby every time you make a purchase the bank will round it up to the nearest dollar (or whatever you choose) and transfer that money into a savings account. They have saved people over $17m since November last year!

It was also great to have Effie show a slide of the property market in New South Wales, with the Hunter region featuring as seven of the top ten locations for the best yield. As if we needed any more encouragement to realise that the Hunter region is the best place to live and work.

We were also pleased to work with Jane Goldsmith, from NBN, who lead an interactive Q&A session with Effie. There was a wide range of questions from the audience, all of which Effie managed to provide some sage advice on.

We are now looking to our next luncheon and we are proud to be hosting Liz Ellis, thanks to our sponsor, Greater Bank.

Liz Ellis is one of Australia's highest profile elite athletes and most successful netballers ever. She surpassed the record for most test matches played for Australia in 2005 and captained the Sydney Swifts and Australian Netball Team until her retirement in 2007.

I hope to see you at one of our luncheons soon.

Holly Martin | 2018 President

Photography: Martin Sully

Photography: Martin Sully

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- Conduct comprehensive background checks.
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- Keep in touch, both with you and the candidate for the first 6 months to ensure the settling in period is smooth and supported.

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NEWCASTLE CENTRAL COAST & HUNTER VALLEY
We're a local business supporting local industries

PASSIONATE KNOWLEDGEABLE AND ETHICAL
Just ask our clients, 87% of our business is repeat or referral

Photography: Martin Sully

Leadership on and off the court

SEPTEMBER 11

Harbourview Function Centre

President's Message

The September luncheon involved a bit of fangirling on my part, as I got to host Liz Ellis. Like many of my generation I grew up playing netball (for those of you wondering, Wing Attack was my position) and Liz is clearly a superstar of the sport.

Thanks to our partnership with Greater Bank we were able to have Liz come to Newcastle to speak to a packed room. In fact, we had people trying to get tickets in the hours prior, but we couldn't fit them in the room!

Liz Ellis is one of Australia's highest profile elite athletes and most successful netballers ever. She surpassed the record for most test matches played for Australia in 2005 and captained the Sydney Swifts and Australian Netball Team until her retirement in 2007.

Liz was led through a 45-minute Q&A by Glen Hawke. If you've been to a major sporting event in the past 20 years, there's a chance you would have heard Glen's voice or even seen him on the stadium vision screen.

He just wrapped up his 16th season as the voice of the Newcastle Knights at McDonald Jones Stadium. And over the past five years he has been front and centre as the announcer or on-field host at some of Australia's biggest sporting events including the Gold Coast Commonwealth Games, NRL Grand Finals, State of Origin and more!

Whilst she was building her netball career, Liz was also studying a Bachelor of Arts/Bachelor of Laws at Macquarie University, graduating in 1996. She then practised Property and Infrastructure Law with Corrs Chambers Westgarth from 1997 to 2000. Not content with all that, she launched the Liz Ellis Netball Clinics in 1997 and has coached enough kids over the past decade to twice fill Sydney's ACER Arena.

Glen asked Liz about all of this – and more – and Liz was entirely open and honest. She even admitted she doesn't have a filter, and that certainly was true!

One of the key things that resonated with me was a saying that has garnered a lot of attention in recent years, which is You can't be what you can't see. Liz was referring not only to women in sport, but diversity in all areas of life.

And a lot of this has to do with access to training and education. This led nicely into when we bought local, Sam Poolman, (who has just been re-signed to the Giants) up on stage to join Liz and Glen, as when she was coming up the ranks she had to travel to Sydney 5-6 times every week, in order to access the netball training she needed.

Reflecting on her own experiences, Sam wanted to provide high level netball training in the Hunter region, which is why she established the ASPIRE Netball Program.

When I first broached the subject with Greater Bank about trying to get Liz Ellis to speak in Newcastle my work was done for me. Greater Bank were onboard immediately! And this is because they are committed to supporting the communities that support them. One of the ways they do this, is through support of netball in the Hunter region.

In 2018, Greater Bank is again the major sponsor of the Greater Newcastle Open Championship, as well as a supporter of a number of other associations across the Hunter and beyond, including Penrith, Kurri Kurri and Nelson Bay.

They are also supporting the sports pathways through its major sponsorship of the Hunter Academy and Central Coast Academy of Sports Netball Programs. And no surprise here, they are big supporters of Sam's ASPIRE Netball Program. So, obviously the idea of having netball royalty like Liz Ellis come to town aligned perfectly with Greater Bank!

We only have a few more luncheons left for 2018 – I encourage you to come along and experience our amazing speakers for yourself.

I hope to see you at one of our luncheons soon.

Holly Martin | 2018 President

Creating a mentally healthy workplace

OCTOBER 16

Harbourview Function Centre

President's Message

Mental Health Month is observed in October throughout New South Wales with the overall objective of raising awareness of mental health issues and mobilising efforts in support of mental health.

Thanks to our sponsor Westpac, and our supporter, Everymind, we were pleased to welcome David Burroughs, who is a senior workplace psychologist and was the founder of one of Australia's first organisations to specialise exclusively in the early intervention and prevention of mental-ill in the workplace.

David really is a common-sense psychologist and he won the room over with his frank and practical approach to mental health. The main thing I took away is that we can't sit in our discomfort – we need to have the uncomfortable conversations. And that can be as simple as saying to someone "I've noticed, I have concerns, do you have people to support you?"

I like that Dave also spoke about the fact it's ok to have a bad day or a bad week and that it is a balance between understanding when there are mental health issues and when we are just experiencing emotions.

And finally – remember it is not your job just to 'fix' or 'diagnose' someone, it's your job to show that you care and let them know there is always someone to talk with.

The numbers really do tell the story when it comes to mental health in the workplace ...

3.2 days lost to stress per worker per year.

$400 billion is the cost of workplace stress per year globally.

With 45% of Australians experiencing a mental health problem in their lifetime, it is likely that at some point, every worker will be affected by mental illness, either directly or indirectly.

I'd really encourage you all to look into the LifeSpan Suicide Prevention Program. My entire team at The Marketing GP have undertaken the QPR training – all it cost the business was $10 per person and wages for an hour of their time. To me that is a sound investment.

We really now have the end of the year in sight, and the Newcastle Business Club is already in full swing of planning for 2019. One major change is that we are investing in new software to assist with the tracking of our membership. What this means is that we will have one system where our members can sign up and buy tickets for events. Therefore, we have finished membership for 2018 and will open 2019 early bird membership on 1 November. Fingers crossed the implementation goes smoothly!

The Committee is also finalising details for our final luncheon for the year – which we have called the ultimate networking luncheon. It will be held on Tuesday 11 December 2018, so please set aside the date in your diary! We will also be holding our AGM prior to this luncheon and will shortly be calling for nominations for our 2019 Committee. I am pleased to say that a number of our committee members have indicated they would like to return for another year, but we will still be doing an open call for positions. If you are interested, please reach out to our Senior Vice-President Craig Wellings.

I look forward to seeing you at a luncheon.

Holly Martin | 2018 President

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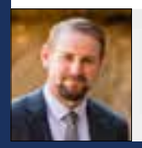

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Photography: Martin Sully

How to harness the changing media landscape to benefit your business

NOVEMBER 20

Harbourview Function Centre

President's Message

Honesty and frankness were the cornerstones of the presentation from Grant Blackley, our November luncheon speaker. As the CEO and Managing Director of Southern Cross Austereo (SCA) Grant is at the cutting edge of a rapidly changing space – the media. What was clear, was that SCA is agile in their approach to change and always looking for ways to deliver for their consumers and their advertisers.

Grant discussed the importance of diversification to success, because it means you don't have 'all your eggs in one basket'. And with SCA having radio, TV, podcasts, digital and more, it's clear they are embracing diversification!

Another key recommendation was using data and insight to help your client or customers understand why they need your product or service. As a marketer myself, data is one of my favourite things! We can now have a fuller understanding of what our client and customers want, when they want it and where they want to get it from.

This year, as with the past two years, Newcastle Business Club have enjoyed a partnership with SCA, so it was great to hear about their operations further afield from the Hunter. One of the key things Grant mentioned a number of times was their commitment to 'regional areas' (even though he dislikes the current definitions of regional and metropolitan, he had to continue to use the words, for clarity!). SCA are the biggest regional employer in the media space, something they are committed to continuing. They also have a focus on ensuring that their clients – advertisers – understand the value of regional markets, with these funds insuring they can continue to invest in the area.

At the luncheon it was also great to open up our membership for 2019. We've had a great year, with an increase in members, as a result of the hard work of our committee in connecting and reconnecting with people, as well as the introduction of a number of new member benefits. With this in mind I urge you all to join Newcastle Business Club during this early bird membership period. And next year we will be able to launch our member directory, yet another benefit. As someone who has been a member for over a decade and a half, I can honestly say it has been a great decision for me personally and for my business.

Next month is our last event for the year and we have decided to create The ultimate networking luncheon. I guarantee it will be a great way to finish the business year! I hope to see you at one of our luncheons soon.

Holly Martin | 2018 President

PAST PRESIDENTS

2018	Holly Martin	1989	WS Parker	1960	AW Campbell
2017	Dene Kilpatrick	1988	PM Clarkson	1959	H Gregory
2016	Jo Bright	1987	CW Rock	1958	J Sagar
2015	Ty Brennock	1986	BN Nash	1957	C Nunn
2014	Tiron Manning	1985	SR Dalton	1956	HD Harding
2013	Alison Perrott	1984	GK Morris	1955	ND Wheeler
2012	Daniel Quinn	1983	BW Relf	1954	JDG McNeil
2011	Kris Leck	1982	RD Bower	1953	D Marr
2010	Micah Jenkins	1981	A Druce	1952	T Barron
2009	Meg McNaughton	1980	KHG Gordon	1951	HW LeMarchant
2008	Martin Matthews	1979	J McNaughton	1950	J Deacon
2007	Michael Ulph	1978	RP Cannington	1949	J Thomas
2006	Matthew Clarkson	1977	CG McDonanld	1948	FS Scorer
2005	Russell Ware / Matthew Smith	1976	L Rundle	1947	EC Sara
2004	Brian Evans	1975	D LeMarchant	1946	JC Garde
2003	Alan Squire	1974	KA Barbour	1945	AE Brown
2002	Ron Scanes	1973	WJ Lennon	1944	VG Hodges
2001	Gordon Blair	1972	T Loveday	1943	AJ Redman
2000	F Glenn	1971	H Pyper	1942	BA Helmore
1999	Joe Kee	1970	D Zimmerman	1941	BA Helmore
1998	Craig Doyle	1969	J Burton	1940	SA Dalton
1997	Paul Hankinson	1968	R Trevillian	1939	SW Hodge
1996	KR Duffy	1967	WR Purcell/ ND Wheeler	1938	JF Morrison
1995	P Matthews	1966	C McCauley	1937	JF Malcolmson
1994	E Duc	1965	G Collins	1936	GR Beath
1993	R Fraser	1964	HE Doe	1935	H Fenton
1992	GD Sefton	1963	J Moodie	1934	WJ Ryan
1991	CG Thorpe	1962	WH Bell		
1990	ED Walton	1961	K Montgomery		

NEWCASTLE BUSINESS CLUB | VISION 2018

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