

Taking Meat Retail to the 21st Century

2007 AMIC National Retail Conference

Gold Coast – 1 June – 3 June



Program Features

Guest Speakers including:

Mr Andrew Bayly - Business Communicator, Workshop Designer, Facilitator / MC Leadership Team Communication & Implementation Coach. He works as a facilitator, communicator, workshop designer and MC. He works regularly with senior management and marketing teams (including close collaboration with public CEO's) designing projects that challenge and improve business behaviours and contribute to bottom-line outcomes.

Mr Tom O' Toole - "There are motivational coaches, there are management consultants, there are get up and go gurus everywhere but there's only one Tom O'Toole. He gets on with the job with a method and motivation, and modus operandi which can be applied way beyond his own business to almost every situation in building team spirit, making things positive and getting the job done."

Hon. Tim Fischer - (Former Deputy Prime Minister, Australia)

Mr Shane Radbone - Young, dynamic and highly successful Shane founded his own business at age 20, that grew into Australia's largest Corporate Fitness Company. It started with 1 client and grew into more than 3500 clients around the country.

National Trade Show:

An opportunity to see the latest in equipment, ingredients and meet with the representatives.

Workshop Sessions:

An engaging program of workshop topics to encourage education and growth within your business.

Social Program:

Networking opportunities to catch up with fellow colleagues at the Sausage King / Welcome Event and the Gala Dinner. There will be an "Industry Golf Day" on the Monday 4th June for the keen golfers, refer to check list to receive further information.

Who Should Come

Owners and Managers of Independent Retail Butcher shops.

The program is designed to enhance the Independent Local Butcher's business knowledge, hear from successful independent retailers what makes them successful and network with fellow ILB's in a relaxed and convivial atmospheres.

Conference Registration:

Lehman and Associates

02 9281 2555 – events@lehman.com.au



TAX INVOICE

Registration Fees

All costs below include GST.

Delegate Costs

Full Conference Week End

Members \$330
Non Members \$465

The total fee includes

- Morning and Afternoon Teas
- Working lunches for 2 days
- Welcome Event
- Gala Dinner
- Full Conference Session
- Workshop Sessions
- Breakfast with the Butchers

Conference Only

Members \$175
Non Members \$220

Friday Welcome

Members \$55
Non Members \$75

Gala Dinner

Members \$155
Non Members \$195

Breakfast with the Butchers

Members \$33
Non Members \$50

Accommodation

Accommodation has been reserved at a special rate at Conrad Jupiters, Gold Coast. Please complete the enclosed form and send DIRECTLY to the hotel to lock in your accommodation. All accommodation is to be booked and paid by the delegate themselves. Please book early to ensure you secure the special rate.

Payment

Payment options include:

Cheques:

Payable to Lehman & Associates
C/ 2007 AMIC National Retail Conference

Level 4, 645 Harris Street
Ultimo NSW 2007

Direct Debit:

CBA, Martin Place, Sydney NSW
BSB 062 000 A/C 206171 please ensure
that you fax advice to 02 9281 1563

Credit Card:

Email events@lehman.com.au to
request an authority form to be
emailed to you so we can process.

All forms of payment need to be
accompanied by your registration form
to ensure registration.



2007 AMIC National Retail Conference

Registration Form

Delegate Details

Title	First Name	Last Name
Position		Organisation
Address		
Town/Suburb/City	State	Post Code
Telephone	Fax	
Email	Preferred badge name	

Accompanying Persons

- I would like the accompanying person to attend the welcome event: yes no
- I would like the accompanying person to attend the Gala Dinner: yes no
- I would like the accompanying person to attend the conference only: yes no
- I would like the accompanying person to attend Breakfast with the Butchers: yes no

Name of Person

Cost for the person to attend is \$.....inclusive of GST

Additional Information

Do you have special dietary requirement yes no

If yes please provide details

Do you require special access yes no

If yes please provide details

Information Source

Please indicate where and how you heard about the conference:

- Direct Mail Membership mail-out
 Industry colleagues Other

Check List

Thank you for registering for the 2007 AMIC National Retail Conference. Please make sure you have completed the following points:

- Have you filled out the registration form in full?
- Have you included your cheque with the registration form?
- Have you arranged your own travel with the airline of your choice?
- Have you arranged your accommodation directly with Conrad Jupiters?
- I have booked my accommodation at Conrad Jupiters.
- Would you like further information on the Golf?



Program

Friday 1st June 2007

Interstate guest arrivals throughout the day.

- 4.00pm **Gold Coast Regional Sausage King Competition**
- 6.00pm **Sausage King presentations / Welcome function (casual BBQ)**

Day 1 – Saturday 2nd June 2007

- 8.00am **Registration / coffee and tea on arrival**
- 9.30am **Official Welcome**
- 9.45am **Conference Session – Guest Speaker: Andrew Bayly**
- 10.15am **Morning Tea**
- 10.30am 1st Workshop Sessions
 - Workshop No 1 – **Understanding all of your Finance**
 - Workshop No 2 – **Marketing Ideas that Work**
 - Workshop No 3 – **Employees vs Loyal Customers**
- 11.15am **Trade Show visits**
- 12.15pm **Lunch Break and Trade Show visits**
- 1.00pm 2nd Workshop Sessions
 - Workshop No 1 – **Understanding all of your Finances**
 - Workshop No 2 – **Marketing Ideas that Work**
 - Workshop No 3 – **Employees vs Loyal Customers**
- 2.00pm **Afternoon Tea / Trade Show visit**
- 2.45pm 3rd Workshop Sessions
 - Workshop No 1 – **Understanding all of your Finances**
 - Workshop No 2 – **Marketing Ideas that Work**
 - Workshop No 3 – **Employees vs Loyal Customers**
- 3.45pm **Conference Session / Workshop Reports**
- 4.00pm **Trade Show Visits**
- 5.00pm **Conference Concludes**

Gala Dinner

- 6.30pm **Pre-Dinner Drinks**
- 7.00pm **Gala Dinner – Guest Speaker: Shane Radbone and Entertainment program**
- 11.00pm **Dinner Concludes**

Day 2 – Sunday 3rd June 2007

- 7.00am **Registration / coffee and tea on arrival**
- 8.00am **“Breakfast with the Butchers”
Guest Speaker: Tom O’Toole**
- 9.30am **Morning Tea / Trade Show Visits**
- 10.15am **Conference Session**
- 10.30am 1st Workshop Sessions
 - Workshop No 4 – **Tomorrow’s Food Safety Programs More Than Just HACCP**
 - Workshop No 5 – **Time Management Balancing Work & Family Life**
- 11.30am **Trade Show visits**
- 12.30pm **Lunch Break and Trade Show visits**
- 1.15pm 2nd Workshop Session
 - Workshop No 4 – **Tomorrow’s Food Safety Programs More Than Just HACCP**
 - Workshop No 5 – **Time Management Balancing Work & Family Life**
- 2.15pm **Conference Closing Presentations**
- 3.00pm **Trade Show Visits**
- 4.30pm **Conference Concludes**



Workshop Topics

Understanding all of your Finances

Workshop No 1

At the conclusion of this workshop participants will have a greater understanding of the importance of financial planning, including cash flows, pricing strategies, reading financial statements, wealth management and planning for your retirement.

Marketing Ideas that Work

Workshop No 2

Marketing Ideas that Work is an interactive workshop; participants will be able to share ideas and learn from the successes of other retailers. In this workshop you will gain knowledge on a range of proven marketing concepts including how to effectively promote your business, low cost advertising, loyalty schemes and how to increase profitability not just sales.

Employees vs Loyal Customers

Workshop No 3

On a daily basis small business retailers face the dilemma of recruiting and retaining the right employees while at the same time attempting to build a loyal customer base. In this workshop participants will learn that while both human resource management and gaining customers is different there are some surprising similarities. Issues discussed in this workshop include understanding industrial relations, staff training / career pathways, creating an employee & customer service culture and reading and understanding body language.

Tomorrow's Food Safety Programs - More Than Just HACCP

Workshop No 4

Food Safety and Quality Assurance programs are part of the everyday life of an Independent Local Butcher but the world is changing and the focus of maintaining an effective food safety program is also changing. In this workshop participants will gain an understanding of the latest changes in food safety systems and technologies including developing HACCP programs for cooked and prepared foods.

Time Management - Balancing Work & Family Life

Workshop No 5

Most Retailers would like to work less hours and spend more time in the pursuit of personal and family interests. In this workshop participants will share experiences and compare methods from those who successfully balance their business and personal interests. Topics covered include how to effectively delegate, time & stress management, succession planning, crisis management.

National Trade Show

The National Trade Show will be held on Saturday 2 nd June and Sunday 3 rd June in conjunction with the National Retail Conference. Delegates will have the opportunity to visit the Trade Show while attending the Conference. This is an opportunity to take in both major events while visiting the Gold Coast. See all the latest in equipment, ingredients and materials – talk to the representatives of Australia's leading suppliers to Independent Local Butchers about your business

