

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

