

Member BENEFITS

The Manningham Business Network Inc. (MBN) is a not-for-profit association for like-minded business owners and leaders who do or wish to do business in the City of Manningham.

Forging partnerships and strong ties to key organisations in the area, MBN organises, partners and supports events for the overall benefit of its members as well as local community focused organisations. Our motto is to Share, Learn & Grow. MBN - *the voice of business in Manningham.*

PROMOTION OF YOU AND YOUR BUSINESS

• At monthly MBN Open Meetings

- ✓ Your company name & logo and your name displayed on a rotating Slide Show at the start of all meetings
- ✓ Your company name, brief description of products/services and your contact details listed on the Handout given to all attendees
- ✓ Your business cards and promotional brochure displayed on our Members' Information Table
- ✓ Certificate of Membership – presented at an Open Meeting with opportunity to briefly address attendees about you and your business

• On the MBN Web site

- ✓ Your own dedicated web page that can include:
 - Your company name & logo
 - A description of your business, qualifications and experience
 - Your Social Media links
 - Your contact details

• On the MBN Blog

(embedded in the MBN Web site)

- ✓ Opportunity to submit blog posts with content relevant to other members and business visitors to the site. Posts can include articles you've written and practical Tip Sheets. (Submissions subject to MBN Committee approval)

• At monthly Members-Only Forums

- ✓ Opportunity to present to fellow members on any aspect of your business and receive feedback and suggestions to help you achieve your goals

• On the MBN Facebook page

- ✓ Opportunity to have your company's special events and news promoted on our MBN Facebook page. (Posts subject to MBN Committee approval)

• Members Special Offers

- ✓ Build your business by making special offers to other MBN Members
- ✓ Your offers may be extended to include Members' clients if you wish

The voice of business in Manningham

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ManninghamBusinessNetwork

PROFESSIONAL DEVELOPMENT

• Free attendance at Open Meetings

(open to Members and Guests)

- ✓ A minimum 10 meetings per year - held on the 2nd Tuesday of each month at Manningham Function Centre, Doncaster Road, Doncaster
- ✓ Buffet breakfast included
- ✓ Guest Speakers on business-building and related topics. Topics covered have included:
 - Mediation and Conflict Resolution
 - Work/Life Balance
 - How to use Technology to find and attract new clients
 - Marketing – what works, and what doesn't
 - Finding Purpose in your Business – and communicating that through your branding
 - Corporate Social Responsibility – and how it can grow your business
- ✓ Facilitated Networking activities to build relationships with other attendees
- ✓ Upcoming Open Meeting details can be found at mbn.asn.au/events/
- ✓ Companies may have two representatives attend all Open Meetings (one attends free of charge – second attendee pays)

• Discounted tickets to MBN-supported and sponsored events

- ✓ Discounts of up to 50% on standard priced tickets. These events typically have Guest Speakers presenting on inspirational and/or business topics

Examples of these events include the Manningham Business Excellence Awards Launch and the Gala Awards Dinner – all offering valuable networking opportunities

• Free attendance at Members-Only Forums

- ✓ A minimum 10 forums per year – held on the 4th Tuesday of each month at Quest Doncaster, Doncaster Road, Doncaster East
- ✓ Continental breakfast included
- ✓ Opportunity to speak/present to fellow members on any topic/issue that will help you build and develop your business. Members' presentations have included topics such as:
 - How do I attract promotional opportunities for my charity?
 - How I can I streamline my systems?
 - I need some feedback on a new presentation I've developed
 - Where can I find new markets for my services?
 - How can I best market my new service?
- ✓ Facilitated Business Development activities to address key business challenges common to all businesses. These activities address areas such as:
 - What's Bugging you in Business?
 - What's your USP (Unique Selling Proposition)?
 - Reducing your clients' risk through effective guarantees
 - Developing new revenue streams
 - Managing Cash Flow through the slow times
 - Setting Goals and Intentions for the coming year
- ✓ Upcoming Members-Only Forum details can be found at mbn.asn.au/events/

• Access to Corporate Business Library of resources

- ✓ Books, CDs and DVDs
- ✓ Free borrowing – unrestricted borrowing time



PROFESSIONAL CONNECTING

Build real and trusting relationships with other MBN Members and Guests that may lead to new and referral business

- **Network with Members and Guests at minimum 10 Open Meetings**

- **Network with Members at minimum of 10 Members-only Forums**

- **Business Card holder with cards of all members supplied to facilitate your connection with fellow members**

- **Discounted tickets to MBN-supported and sponsored events**
 - ✓ Discounts of up to 50% on standard priced tickets

Valuable networking opportunities at events such as the Manningham Business

Excellence Awards Launch and the Gala Awards Dinner

- **Free and/or low-cost MBN events**
 - ✓ Build your relationships with other Members and Guests at social events such as our Quarterly Special Events Drinks Nights at a local venue and our Annual Christmas Party

- **Free attendance & networking with other neighbouring Business Network Groups**
 - ✓ Neighbouring groups include Whitehorse Business Group, Nillumbik Business Network, Croydon Chamber of Commerce, Eltham Chamber of Commerce and Ringwood Chamber of Commerce.

ADDITIONAL BENEFITS

MBN has a long-standing relationship with our Gold Sponsor, Manningham Business. Through this association Members have direct access to additional wide-ranging resources and support services.

Build real and trusting relationships with other MBN Members and Guests that may lead to new and referral business.

- **Ability to bring one guest** who has not attended before to any Open Meeting (please register their attendance with yours)

- **Custom-made name badge**

- **Certificate of Membership** – presented at an Open Meeting with opportunity to briefly address attendees about you and your business

