

[View this email in your browser](#)



ShireBiz Bulletin

The Shire Economic Development Alliance Newsletter

25th October 2022

About ShireBiz

ShireBiz is a not for profit organisation dedicated to the Economic Development of Southern Sydney to enable sustainable business development which provides employment opportunities for the local community.

Our strategic pillars are:

- Advocacy for business investment, traction and job diversity eg projects such as supporting *the development of the ANSTO Innovation precinct*
- Advocacy for infrastructure investment, policy change and streamlining regulatory environments in the Sutherland Shire
- Engaging the community through regular *newsletter*, and *events*

Shirebiz would like to thank our supporters for your support over the last year

Shirebiz supporters are invited to continue to support Shirebiz by becoming members. [Join at](#) If you want to regularly receive this Bulletin Contact the Secretary at info@shirebiz.org.au

Service NSW will be in Bundeena 27th October 10am-3pm

[Customers](#) will be able to process Seniors Cards • Driver licences, photo card renewals and applications • Driver Knowledge Tests • Birth, death & marriage certificates • Stay NSW and Parents NSW voucher applications and Savings Finder service – access up to 70 government rebates and savings.

Realise Business: Pitch Anything: How To Win More Clients, Projects And Opportunities Thurs 3rd Nov 2.15pm - 5.00pm

Whether you're wanting to Pitch to new clients, investors or your 3 year old daughter who won't go to bed without 'Pinky' her candy coloured stuffed bear...learning the art and science of the 'pitch' is worth its weight in GOLD. In this engaging and interactive session, Russell Pearson will show you the process you can use to [pitch anything](#) and how you can adapt it effortlessly to work in many different situations. You'll learn when to pitch and when to simply ask for the sale, pitching mistakes to avoid and how to increase your success rates and how to create a unique pitch for your business.

AsiaLink Business: Launch of Opportunities for Australian SMEs in China Report 8 Nov 2022

This [special report](#) will shine a spotlight on the experience of Australian SMEs working in China particularly in light of the events of recent years. We will share with you the new rules for SMEs doing business in China. The report draws on in-depth research and interviews with Australian SMEs in priority sectors including food & beverage, skincare, health supplements and fashion. In Person or Virtual Event.

Invitation to a Parkinson's Information Seminar St George/Sutherland Shire 11th Nov 9:30am-2:30pm Tradies Gynea

Presenters will [address topics](#) on Managing Parkinson's; Benefits of Exercise, Speech Therapy and Counselling. Bookings essential.

Webinar: MedConnect Rare Diseases Uniting Genetics and

breakthrough medicine Wed 16 Nov 6-7pm

While individual diseases may be rare, the total number of Australians living with a life-threatening [rare disease](#) is not. Approximately 2 million Australians live with one of the 7,000 known rare diseases, which include childhood cancer and cystic fibrosis. Rare diseases are often serious, complex and progressive. The very fact that the diseases are rare means that access to research and funding is extremely limited, and treatment options can be prohibitively expensive and unequal.

Cyber expert shares top security tips for businesses on a budget

A cyber security expert has shared his [essential tips](#) for small- to medium-sized businesses that have just begun navigating their cyber security journey. Speaking to Defence Connect's sister brand, Cyber Security Connect, Dr Torsten George, vice president, corporate and product marketing at cyber security firm Absolute, shared his top tips for businesses beginning to navigate their cyber security journey as well as the key trends threatening cyber infrastructure..

Why your business should consider a subscription business model

From coffee to your local library, there is a chance you are using a subscription product or service multiple times a day. A [subscription model](#) is when a business charges a recurring fee for its goods and services. The recurring charges may occur on an annual, quarterly or monthly basis. Studies show 15 per cent of online shoppers have subscribed to an eCommerce service over the past year, whilst 46 per cent of consumers subscribed to a digital streaming service.

R&D Tax Incentive Insider October 2022

This is the first edition of our new look newsletter, the [R&D Tax Incentive Insider](#). We will continue to provide you with the latest news about the R&D Tax Incentive and other information to help your business innovate and grow. We encourage you to

share the Insider with your network so they can subscribe. If you have feedback about articles you would like to see in future editions, please contact us.

Digital opportunity to re-build manufacturing

Manufacturing was transforming itself even before the Covid-19 pandemic, [adopting digital solutions](#). But to regain leadership in manufacturing, new thinking is needed that builds on lessons from other sectors, argues Matthew McKnight. The boom in global trade, increasing inflation, and global supply chain disruptions from the Covid-19 pandemic have left Australia's manufacturing sector in disarray.

Will megaprojects bring Australia's construction industry to the next level

Australia's era of megaprojects has begun. What does this mean for the construction sector? Both [mega challenges and opportunities](#), says expert Matt Gijselman. There have never been as many megaprojects in Australia as there are currently, with more in the infrastructure pipeline. According to Matt Gijselman, Director of Public Policy and Advocacy for Bentley Systems, it's important to take stock of the management challenges.

New polymer made from recycled waste has versatile functions

Researchers from Chalker Research Lab at Flinders University have created a [new multi-functional material](#) that can be moved remotely by a magnet. The versatile material can be used to purify water, as a recyclable construction material, and as a lightweight machine component for possible use in soft robotics. The material is made from magnetic iron particles and a sulphur-rich polymer, which combines elemental sulphur (a by-product of petroleum refining) and unsaturated plant oil such as canola oil.

Heart Research Institute – New treatment for Stroke

The common bush tick could be hiding the secret to a new treatment for stroke. Find out more about stroke and this [ground breaking discovery](#), as HRI's Prof Shaun Jackson and his team reveal their research on The House of Wellness. The risk of stroke could be increased by COVID, and as a leading cause of death and disability, it's urgent to call emergency services immediately if you suspect stroke. If you're curious about what happens after that, a paramedic shares what happens when she is called to a stroke case.

Shirebiz supporters are invited to continue to support Shirebiz by becoming members.

Join at.



Regards,

Richard Walker, Secretary, Shirebiz

Mobile: 0419617510

Email: info@shirebiz.org.au