

Introducing...

swng
SOUTH WEST NETWORKING GROUP

“Local Businesses Helping
Build Local Business”

● What is *swng*?

swng (we pronounce it 'swing') is a group of business, trade and professional people who have these attributes in common...

- They operate in Sydney's South West
- They want to increase their business
- They believe in active, mutual help

The *swng* members come together for a breakfast meeting every Wednesday to refer business to each other - and to organise various business-building activities.

Business referrals are the heart of our activity. Of course, we exchange business among ourselves, but the real pay-off comes when we refer to *swng* colleagues the many business opportunities we spot day-to-day while operating within our own, individual networks.

It's as if each *swng* member is one of your own salesforce, always looking for strong, qualified leads for your business! And to maintain this virtuous circle, you - in turn - are expected to return the favour.

It's not rocket science, but it really does work. Powerfully...

● What happens at a *swng* meeting?

The *swng* group gathers at 7 am in the Wests Leagues Club Campbelltown at Leumeah Road, Leumeah, NSW 2560.

After 10 minutes mingling, we get down to business! The President welcomes guests and we circulate our business card box. Next we formally exchange business referral slips, with a record kept of who gave what to whom.

After this, each member gives a 60-second presentation - with guests also invited to tell us about themselves. Then, interspersed by a hearty breakfast (only \$10!), two nominated members each give a five-minute presentation about their business, with questions from the floor afterwards.

Finally, we deal with general business - and you're on your way to a productive day's work at 8.30 am sharp!

A Full Program of Activity!

*Besides the normal weekly schedule, **swng** also arranges visiting speakers on topics of special interest. As well, we organise seminars and workshops, on-site business visits, social functions - and we support local community activities.*

● **swng**
membership...
will it work
for me?

If the experience of our members is anything to go by, joining **swng** will be one of the best business-boosting moves you can make!

In the past year, members of our sister group, IWNG, have generated literally HUNDREDS of good, solid business opportunities for each other. All this adds up to many thousands of dollars of income their members would otherwise never even have known about!

What some members say about their network group...

'I attend each meeting because I cannot afford not to! Quite simply, the extra business I am continuing to gain has made a real difference...'

TONY EAMES — EAMES COMMUNICATIONS PTY LTD

'I have earned thousands of dollars through our group and I have picked up a lot of valuable advice that helps me run my own business better. And on top of that, I enjoy the company of a great bunch of people.' AMANDA WILLIAMS — BUDGET CONVEYANCING

● So, how do I join *swng*?

swng is committed to energetically building up its membership for the simple reason that the more people in our group, the more effectively we can support our goal of business-building — and the more activities we can underwrite.

Our policy is to have only one member representing each business category (ie, one lawyer, one plumber, etc). So you do need to check with us that your business category is still available.

Naturally, you need to agree to our rules and objectives. And there's an annual, tax-deductible fee of \$250 - an investment you're sure to recoup many times over from the extra business you gain!

Have a Free Breakfast - on Us!

Here's your chance to check us out before making a commitment!

***swng** warmly invites you to come to our Wednesday breakfast meeting as our guest. To arrange your visit, simply call us on 4625 9534 or*

e-mail swng@bdsi.com.au

“We’re looking forward
to seeing you!”



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