

How to make more money with less staff

"If good advice is good food for thought, this breakfast is the most important meal of the day!"
Tony Addiscott, Owner/Managing Director, Guide Communications.

"Excellent combination of theory and practical application to business improvement and analysis."
Jeff Hilton, Dealer Principal, RAMS Home Loans.

"Edensilk at their 'value-adding' best - open, informative, helpful and refreshing!" Rocky Amatulli, Owner/Director, NRG Force.

"A great way to spend two hours thinking and discussing my business ... very beneficial." Matthew Spaapen, CEO, Rf Innovations.

"Very relevant for all business owners." Alan Bourke, Principal, Acton Real Estate Agents - South Perth.

"A thought provoking session ... makes you focus on the important things rather than the noise." Stuart Moran, National Sales & Marketing Manager, Great Southern Securities.

"Very relevant topic! Anyone who is a business owner or manager would benefit." Angela McSeveney, Business Development Manager WA, Fairfax Digital (MyCareer.com.au).

"Helpful insights into the mechanics of growing a business." Murray Bruce, Owner/Managing Director, Bruce Insurance Brokers.

"The briefing gave me a very good holistic view of where I can devote my efforts to improving productivity." Frank Battista, Owner/Managing Director, Comspark."

"Very informative. Makes you have a good look at your current business structure." Grant Godber, Dealer Principal, RAMS Home Loans.

"Worth the time invested because it will get the most educated manager thinking afresh about the how-to of growing business." Mark Rayner, Principal, Rayner & Associates.

"Informed, organised, professional presentation." John Nicol, Owner/Director, QVS Shop Fitters.

"It was a thought provoking session. It put me in a really positive frame of mind, and right at the beginning of the day! I gained practical tips that I could apply to my business setting." Martin Healey, General Manager, Nacel.

"An eye opener." Andrew Maurice, Manager, Small Business Centre- Stirling.

"A fascinating 1.5 hours - kept my mind engaged for all that time - from being skeptical - I learnt." Alan Nelson, Owner/Director, The Learning Centre.

"Congenial and informative. This could be done for business leaders ... as a mini-course ... to keep management focused ..." John Anderson, Owner/Director, Abel Wassermann Hydro Cleaning Service.

"Look at yourself and compare what's missing? It will be Edensilk training. It was fabulous ..." Kiran Kerai, Owner/Manager, G&A Carpet Choice.

"I would thoroughly recommend investing 90 minutes of your time for this enlightening session." Daryl Brooks, WA Sales Manager, Bestbar Reinforcements.

"A very informative and professional session ..." Chris Puckridge, Sales & Marketing Manager, Elders Real Estate.

"Excellent presentation, relevant topics, knowledgeable presenter." David Hepburn, Account Manager, Key2Design.

"A very good, thought provoking presentation ..." Les Olivieri, General Manager, HR Products.

"Very informative and thought promoting." Same De Longis, Owner/Managing Director, Trilogly.

"Paul is excellent at taking complex and confusing matters, breaking them down to help find focus and solution." Sean McGarry, Managing Director, Factor One Marketing.

"An excellent presentation - informative and entertaining. Paul obviously has a wealth of knowledge and experience to share!" Diane Bunney, Principal, Tutoring Services International.

"Well worth the small investment in time - contains some meaty points for all organisations." Norman Pater, Managing Director, Costing & Logistics Systems.

"A great heads-up for the techniques we should be using daily." Kevin Bradshaw, Managing Director, Malcolm Thompson Pumps P/L.

"Paul makes you look at your current situation and asks if you want to keep the status quo or are you prepared to make changes for the better." Warren Coppard, State Sales Manager, Moeller Electrics.

"Well presented. Thought provoking. A catalyst to review our business structure and processes." Kim Graham, General Manager, Aquip Systems.

"Opens the door to clinical analysis of your business." Don Nicholls, Owner/Director, Team Digital.

"Wake up call to small business." Gavin Taylor, Owner/Managing Director, PUMPnSEAL.

Breakfast Briefing Testimonials

“Informative presentation on where most businesses are and the options we have to implement change.” Tim Seeber, Sales Manager, MTU Detroit Diesel Australia Pty Ltd.

“Very worthwhile to look at the way you run your business and how to earn ‘more for less’.” Scott Hunt, Director, Ego Creative.

“Makes you stop and think.” Albert Kitney, State Manager, SuperCharge Batteries.

“Good ‘brainfood’ for breakfast.” Gabor Hernadi, Owner, JMR.

“Paul has refocused my thinking to concentrate on the essential business issues and not the ones I react to.” David Legg, National Sales Manager, Fleetwood Corporation.

“This briefing opens your mind with the tools to change what you have always done to improve.” Wayne Ennis, Managing Director, Austmail - Worldwide Express Couriers.

“I thought Paul’s presentation was very informative and opened up my mind to some holes in my business.” Richard Scholes, Proprietor West Coast Waterfilter Man.

“Carefully considered, fresh and informative. Sincere thanks Paul and Phil!” Hayden Groves, Owner, Dethridge Groves.

“An excellent opportunity for any business manager or executive to re-examine their budgeting process in value, rather than cost terms.” Ben Trigger, GM and Director, Netlink Group.

“A new and novel perspective on old and troubling problems” Peter Coole, Director, Accounting & IT Solutions.

“Thought provoking and will help to develop ideas for fine tuning my new business.” Peter Christie, Director, Herdsman Lake Capital.

“Great networking opportunity and has provided ‘food for thought’ to help us develop our business.” Carmen Green, GM, Scope Australia.

“Very good and thought provoking meeting.” Reyn Bennell, General Manager, Galvins Plumbing Supplies.

“It was very beneficial and came at a time when I needed some motivation and an outside perspective.” Hayley Sims, Director, Air to H2O.

“They know what they are talking about.” Kym Radford, Managing Director, Supreme Print.

“Surprisingly informative.” Rod Bass, Owner, Basscom.

“You will learn how to compound your efforts in business.” Brett Olsen, Owner, Capital8.

“Brilliant eye opener ... apply everything only 5% and you will make a huge difference just from the breakfast briefing.” Niles Kerai, Owner/Manager, Sonic Products.

“The briefing provides very relevant information and content for small business owners.” Barry Beecroft, Owner/Director, Star Promotional Merchandise.

“Thought provoking and worth the investment of time.” Bob Harris, General Manager, Quick Corporate.

“Very good. An insightful analysis of business process.” David Guille, Executive Chairman, Building Solutions.

“Very professional and informative.” Myles Kelly, Director, Advantage Mortgages Australia.

“Pleasant environment, well worthwhile.” Greg Markowski, Owner, Epic IT.

“Excellent - focused at the business fundamentals.” Ken Johnsen, CEO, Safe Effect Technologies.

“Excellent ideas, well presented.” Glen Judge, Managing Director, Disarect.

“It stirs some thinking about opportunities.” Mike Jones, Owner, DME Contractors.

“Great informal setting to challenge your thinking.” Jane van der Westhuizen, General Manager, Oversize Transport.

“If you’re serious about where your business is going, you could do worse things than get up early and have breakfast with Paul.” Chad Zani, Broker Principal, Bartercard.

“Very quickly opened my eyes to the possibilities that can be achieved.” Joel Grossman, Owner/Director, Hot Cotton Embroidery & Uniforms.

“If you don’t know what really drives your business, go see Paul.” Bruce Hawley, Managing Director, Western Geotechnics Group.

To find out more, visit

www.edensilk.com.au/mainMenu/BreakfastBriefing.php

or call Alex Kirk our Marketing Coordinator on 08 **9271 7661**.