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April 2016



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# Your monthly business update

## WINNING AND LEADERSHIP

Simon Madden, Winning Pty Ltd  
0419 919 780  
simonmadden@winning.com  
www.simonmadden.com.au

## MANAGING YOUR STAFF'S PERFORMANCE

Anneli Blundell, author,  
Developing Direct Reports  
0423 023 032  
ab@anneliblundell.com  
www.anneliblundell.com

## HOW TO FOSTER AN INNOVATION MINDSET

Tara Jacobsen-Neven,  
neuresource group  
1800 704 320  
tara@neuresourcegroup.com.au

Tara will be presenting a session at the Chartered Accountants Australia and New Zealand 2016 Business Forum Conference. Visit [charteredaccountantsanz.com/businessforum](http://charteredaccountantsanz.com/businessforum) for more information.

## TACKLING UNFAIR BUSINESS CONTRACTS

Dr Michael Schaper, ACCC  
1300 302 502  
www.accc.gov.au

## TOP 5 SALES OBJECTIONS UNTANGLED

Tony Gattari, Achievers Group  
0410 538 521  
tony@achieversgroup.com.au  
www.achieversgroup.com.au

## CGT CONCESSIONS FOR SMALL BUSINESS

Michael Jones,  
Cummings Flavel McCormack  
03 9252 0800  
enquiries@cfmc.com.au  
www.cfmc.com.au

## PREPARING FOR AN ACQUISITION

Cecelia Irvine-So, Moores  
03 9843 2121  
clrvine-so@moores.com.au  
www.moores.com.au

## SHAREMARKET UPDATE

Elio D'Amato, Lincoln Stock Doctor  
1300 676 333 or 03 9854 9444  
www.lincolnindicators.com.au

## HOW TO ATTRACT THE CHINESE TOURIST DOLLAR

CT Johnson,  
Cross Border Management  
0435 894 231  
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