



Greetings Sueze - This fortnight the Waikato Chamber b-informed covers:

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## CEO Report

Collaboration is a concept that often conjures up ideas like losing control and having to consider the thoughts and ideas of others. But much like the equation 1 plus 1 equals 2 an effective partnership between two or more organisations with the same values and ideals can produce positive sustainable growth.

It is very important that the underlying values and needs of each of the parties are aligned otherwise the discord that develops can have a hugely negative effect on both organisations and the environment that each works in.

When the Chamber was looking for likely organisations to work with, NZIM and Wise Group were two possible organisations with totally different needs and values that we started discussions with.

NZIM because of their immediate synergy as a membership based organisation with successful training and development programmes that have been adding value to businesses and business people for decades.

Wise Group because of the joint desire to provide a portal for men in business to connect with each other. A place where men felt safe and could discuss business without the challenges of pride and the other stereotypical tendencies getting in the way, in some cases having devastating results.

A fortnight ago we hosted an event in conjunction with NZIM that saw David Irving, maybe not your every day household name but by no means a shrinking violet, speak to a group of business people about his experiences as CEO of Heinz-Wattie and as the co-founder of the business incubator ICEHOUSE. This was a presentation that was equally valuable to both Chamber and NZIM members and presented many applied concepts from local businesses. I have started reading David's book, Changing Gears; how to take your kiwi business from the kitchen table to the boardroom, and have found it to be a very easy read written much like listening to David speak.

Recently I had the opportunity to work with the Wise Group team using the Mike Pratt, of Sustainable Enterprise and formerly Dean of Waikato Management School, organisation strategic purpose tool to develop a concise yet comprehensive purpose for HisBiz (see article below). The process was fun and through this model we now have a clear picture of what HisBiz is about and why it exists.

Collaborative relationships can take the best parts of two or more organisations and create benefit greater than the sum of the contributors. Sometimes they can take you into markets that you may never have had access to but through the partnership are a natural choice. If increasing revenues and profit is the way of the future rather than focussing only on cost reduction then collaboration may be a great option i.e. combining complementary strengths.

The key is making sure each of the parties shares the same overall values and purpose for amazing results.

Regards



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### New Chamber Members: February - March 2010

<a href="#"><u>Adventurous Spirit Ltd</u></a>	<a href="#"><u>Assured Construction Ltd</u></a>
<a href="#"><u>Crest Commercial Cleaning (Waikato)</u></a>	<a href="#"><u>Claudelands Dental</u></a>
<a href="#"><u>Decision Makers (Waikato) Ltd</u></a>	<a href="#"><u>Easypod Ltd</u></a>
<a href="#"><u>Glenarm Investments Ltd T/A Minibus Express</u></a>	<a href="#"><u>Gravity Computing</u></a>
<a href="#"><u>Ignition Software Ltd</u></a>	<a href="#"><u>Job Finders</u></a>
<a href="#"><u>Leveridge For Lifestyle</u></a>	<a href="#"><u>Lugtons</u></a>
<a href="#"><u>Map &amp; Associates Ltd</u></a>	<a href="#"><u>The Meat Barn Limited</u></a>
<a href="#"><u>Priority Projects</u></a>	<a href="#"><u>Proskills Ltd</u></a>
<a href="#"><u>Rakaia Salmon</u></a>	<a href="#"><u>Rick Chen</u></a>
<a href="#"><u>Sorrissi T/A Xpresso Delight Cambridge</u></a>	<a href="#"><u>SPX Flow Technology</u></a>
<a href="#"><u>Stace Hammond</u></a>	<a href="#"><u>Vapormatic NZ Ltd</u></a>
<a href="#"><u>Waikato SPCA</u></a>	<a href="#"><u>Windy Ridge Ohaupo</u></a>
<a href="#"><u>XtraCarelink Agencies</u></a>	<a href="#"><u>Zip Plumbing Plus</u></a>



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### Business Confidence Survey Results

Well done again to Waikato members who top scored with 149 responses to the recent Business Confidence Survey. Go to: <http://www.waikatochamber.co.nz/index.php?AID=100347> to read the media release which is available on our website.



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### Boardroom Available

Need to hold your next function or meeting offsite?

The Chamber has a downstairs (seats 10-14) and upstairs (seats 6-8) boardroom available for hire. These are proving to be very popular due to their close proximity to the CBD and the fabulous in-house coffee.

Call in to view or contact the Chamber Team (07) 8395895 to find out more.

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## YKTO Young Business Network - Paul Nolan

Paul is a born and bred Waikato boy who attended Waikato University and graduated with a BMS in Marketing and Finance. Paul is behind the Dirty Dog eyewear brand, Pop'n'Good and most recently *Chop Chop!* tinned chicken.

**Wednesday 21st April**  
**Novotel Tainui, 7 Alma Street, Hamilton**  
**7.00 - 9.00am**

**Invest:** Members \$35; Affiliate Members \$45; Non Members \$55

**RSVP:** 10am Friday 16th April

**REGISTER HERE** - <http://s1.ec1.cc/waikchamb/imagelibrary/100025102248.pdf>

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## Waikato Management School/University of Waikato Scholarship

In conjunction with the Waikato Management School/University of Waikato we announce a scholarship for members wishing to continue their education in the Executive training programme at Waikato Management School which is now available through the Chamber.

This includes the Postgraduate Diploma in Management Studies and Part I of the Master of Business Administration (MBA).

The scholarship is awarded annually for Chamber members or employees of members and is equivalent to half of the total programme fees.

Applications close 30 November 2010 for study commencing February 2011.

Go to: <http://www.waikatochamber.co.nz/imagelibrary/909.pdf> for application form.

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## hisbiz.co.nz launching later this month

HisBiz is a formal partnership between Waikato Chamber of Commerce and Workwise Employment Ltd and is aimed at connecting the business and wellbeing worlds to create prosperous, healthy futures for men.

Men, like their friends, families and business, are important. If we want to do something about the issues men are facing, we must stand up and do something.

**Read more:** <http://s1.ec1.cc/waikchamb/imagelibrary/100025102280.pdf>

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## Online help from Inland Revenue

The Inland Revenue website offers you a range of services designed to make it easier to meet your obligations and claim your entitlements.

In this issue: Are you having problems keeping up with your tax payments?

Their website explains **your options during financial difficulty**

<http://www.ird.govt.nz/how-to/debt/options-difficulties/>

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## Earth Hour: Thank-you Hamilton

At 8.30pm on Saturday night Hamilton switched off to mark Earth Hour, with the turning off of lights acting as a signal of support for action on climate change. Hamilton saved a staggering 8% in electricity over the hour, signalling a very high participation rate once again – and one of the New Zealand's highest! This is the equivalent of 210,000 100-watt light bulbs switching off for the hour, or enough electricity to power 9,000-12,000 homes for one hour. The Waikato region saved 5% - an increase on the amount saved in 2009.

Many businesses participated in the event, either by switching off their lights for the hour, or by making a stronger commitment towards reducing the environmental impact of their business. Many restaurants on the night were extremely busy, and others switched off their main lighting for the hour.

Congratulations and thank-you to all businesses who supported this event – you helped make it a success!

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## Privacy forum - The Future of Privacy

The Office of the Privacy Commissioner is holding a one day Privacy Forum: The Future of Privacy on 5 May 2010 in Wellington.

The forum will feature:

- \* Official opening by Jon MacDonald, CEO, Trade Me, key note speaker
- \* Sir Geoffrey Palmer, President of the Law Commission
- \* Professor Colin Bennett, University of Victoria, British Columbia
- \* Nat Torkington; Robert Hesketh; Professor Paul Roth; John Edwards and many more
- \* Privacy youth advisory group.

Click here to see the **draft programme** : <http://s1.ec1.cc/waikchamb/imagelibrary/100025102281.pdf> or for further information or go to [www.privacy.org.nz](http://www.privacy.org.nz) or email [forum@privacy.org.nz](mailto:forum@privacy.org.nz)

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Chamber Team quote:

*'When you undervalue who you are, the world will undervalue what you do and vice versa.'*

Suze Orman

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