



Weekly Window Vol.2

Executive:

President:

Neil
Hamilton,

Ph.604.
925.4711
Cell
604.306.
7437

realneil@oyallege.ca

V.P.:

Len Macht,

Ph:604.988
.5231

LMacht@shaw.ca

Sec. Editor

Norm
Accipiter

Ph:604.
298.5240
Cell:
778.866.
6676

naccipiter@hotmail.com



<http://www.nsbsg.org/>

Mission Statement:

"To promote small business in general and specifically to aid, enhance and motivate each other in our respective business enterprises. Our desire is to expand the knowledge and personal network base of each and every one of our members and to make them better at what they do."

Last Meeting: Wednesday June 7, 2006

Focused Chat: Jose Galang, Papaya Joe's Restaurant; Networking Skills

Jose Galang, owner of "Papaya Joe's" Restaurant in Steveston, addressed the group with a discussion on networking skills.

Jose describes himself as a "business to business matchmaker", successfully making connections among his loyal clientele to help them find what they need, and in turn, help his business.

Jose uses Bob Burg's book "Endless Referrals" as a guide to build exceptional referral skills.

Some of the key points Jose points out, referring to the book are, have integrity, understand the value of a win/win solution, and get to know the people whose services you would refer.

He points out that a good contact is someone whose name you can give out and not worry about; your value as a networker is only as good as your last referral. It's important, too, he says, to follow up with all those to whom you offered to do so. It's important you are seen to live up to your words.

Develop a networking game plan; short and long term. Have an understanding who your audience will be from one networking event to another, and the criteria by which you evaluate the value in attending any given event.

Verticals:

Accounting/Finance

Banking

Brokerage
(Mortgage,
securities)

Building
Inspection

Business
Services

Cleaning
Services

Communications,
Marketing
(Advertising,
Design, Sales)

Computer
H/ware

Counseling

Database Mktg

Flooring

Home
Renovation

Human
Resources
(Social
Engineering)

Insurance
(Life, Asset)

Medical
(Holistic,
Therapeutic)

Non-profit

Office Mgmt.

Real Estate
(Investment,
Sales/buying)

Retail

Software

Special Event
Mktg.

Finally, Jose advises to take a networking buddy with you to help reach the other half of the room you miss while working your side of the floor, while you help your buddy reach the half he misses.

Papaya Joe's Restaurant Ltd., #10-12240 Horseshoe Way, Richmond, BC 604.272.4229

Announcements:

The following members wish to send thanks to their fellow members for continued business, referrals, and ongoing projects:

Neil Hamilton, Royal LePage North Shore, thanks **Nelson Chow of Arbutus Insurance** for helping out one of his sons.

Chuck Brady, Eighty-Twenty Access Strategist, thanks **Nelson Chow of Arbutus Insurance** for providing travel insurance on his trip to the U.S.; and **Paul Brewer of Perfect Day Experiences** for providing another perfect experience.

Simeon Garriott of PPL Canada again thanks those who have joined Prepaid Legal, as he forwards a donation to the Harvest Project for each new member-client. Bob reiterated his thanks for donations.

Bob Rogers, Harvest Project, announced an alternate location, currently named "**Harvest Café**" location for the homeless. It is a 900 square foot spot for those not ready to receive structured help.

Bailey Jung, Silver Bullet Shredding, thanks **Steve Cooper of Scoop Databases** for a successful referral.

Sunny Chow, RiverStar Web Design, thanks **Sandi Ma, Graphic Communicator**, for business they conducted.

Peter Goertzen, Writer, thanks **Tatsuya Nakagawa, Atomica Marketing**, for advice rendered.

Bruce Duncan of Healthy Now, announces a meeting hosted by Healthy Now on Wednesday June 14 at 7pm. Contact Bruce for more information.

Neil Hamilton, NSBSG President, wishes too inform members that we are now accepting requests to conduct focused chats. Any new members who wish to reserve a date are asked to contact Neil.

New Members:

The Executive on behalf of the membership, wish to greet and welcome the following new member:

Joe Heilman, Proprietor, JHC Craftsmen Ltd. Construction. 604.980.7818

Guests:

Dagmar Doubkova- Parente, Independent Herbalife Consultant,
www.changinglifestyle.com , dagmarka@shaw.ca 604.783.3085

Brandon Roe, President, Brandon roe & Associates, Referral Sales,
www.broeassociates.com , 604.825.5334

Jose Galang, Owner, Papaya Joe's Restaurant 604.272.4229

Dr. George Sakata, DDS, retired, Small Business consultant

Ron Klassen, Lawyer

Next Meeting: Wednesday June 14, 2006

Focused Chat: Robyn Adamache, CHMC, Lower mainland Real Estate market revisited

Following up on her last visit to us in fall, Robyn will update us on any changes to our volatile real estate market and overall economy.

Focused Chat Calendar:

June 21 – Fiona Walsh, Fiona Walsh & Associates, Sales training

June 28 - Darleen Gering, Burnaby Board of Trade

Networking Events:

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Burnaby Board of Trade

June Networking Breakfast - Tuesday June 13, 2006

7:00 a.m. to 9:00 a.m. Executive Hotel Burnaby, 4201 Lougheed Highway.

Early-bird tickets: Members \$16

Non-members \$21

After June 6th, tickets will be \$18 for members and \$24 for non-members. All prices are exclusive of GST.

The members-only Power Networking Group will follow at 9:00 a.m. This one-on-one, relationship building networking session guarantees participants business referrals.

<http://www.burnabyboardoftrade.com/events1.html#2006-05-29239>

Destination Sunshine Coast & Artworks Tours by Cindy Buis
"Water-in-the-Garden" Tour

Sunday, July 2, 2006, Noon to 4 pm

We will meet you at the Langdale Ferry terminal at noon and take you on a tour to see 8 fabulous Private Gardens all with ponds or water features.

Cost: \$50.00 per person (**max 10 people**)

(Make your own way to Horseshoe Bay for the 11:20 am Ferry to Langdale on the Sunshine Coast)

(After the Tour we can take you back to the ferry terminal or to your accommodation if you are staying the night.)

or

"Fibre Art & Woodworking" Tours

Wednesday, Aug 16, or Thursday Aug 17 10 am to 4 pm

We will meet you at the Langdale Ferry terminal at 10am and take you on a tour to see Fibre Art & Woodworking studios, special displays and features during the 7th Annual Fibre Arts Festival.

Cost: \$95.00 per person (**max 10 people**) Lunch is included

(Make your own way to Horseshoe Bay for the 9:20 am Ferry to Langdale on the Sunshine Coast)

Call Cindy at **604-886-1200** to register as soon as possible, seats are limited!

Entrepreneurial Success Group

Tuesday June 13/06

ESN Roundtable hosted by Futureworks; #303- 543 Granville St. Vancouver BC

Contact Deb Brown at 604.303.6580

Tuesday June 27/06

ESN Networking Social Evening: Last Tuesday each month.

Empire Landmark Hotel, 1400 Robson St. 530pm – 730pm

info@esnorg.org

<http://www.esnorg.org>

Gracious Host:

Summer Solstice Social Soiree

CPRS

Thursday, June 15, 2006 5:30 pm – 9 pm

The Arbutus Club, 2001 Nanton Avenue

Vancouver BC Parking is Free

Cost: \$42.80 – Members, \$53.50 - Non Members

\$42.80 - Student Members (prices include GST)

Contact: Tel 604.633.1433 to register

Web: www.cprsvancouver.com

AGM event with a Seminar of "Healthy Home 2006" & Karaoke & Dinner

Chinese Realtor Association of BC

Tuesday, June 20, 2006 , 6:30 pm

Shi-Art Restaurant, Richmond Center , Richmond .

Cost: \$30 (there will be 150 people)

Contact: Vivian Lo at 604 322-3206 vivian7632@shaw.ca

Yaletown Wine Tasting Soiree

Vinosaur Wine Makers

Tues, June 13, 2006 6-9pm

Finger food, great networking and door prizes...

1263 Pacific Blvd , Vancouver BC

Contact: Jane 604 602-9463 info@vinosaurs.com

Web: www.vinosaurs.com

Visit www.gracioushost.ca for more information

**International Special Events Society AGM/GALA
Monday June 19, 2006**

Hilton Vancouver Metrotown

- 5:30 – 6:15 Registration, Networking, Cocktails
- 6:15 – 6:35 ISES AGM
- 6:35 – 7:00 Special Presentation by Jocelyn Flanagan
- 7:00 – 9:00 BBQ & Polynesian dance show, networking, Cocktails, and DOOR PRIZES

Jocelyn Flanagan, President of ISES Canada. Jocelyn will be discussing the ISES AFFILIATE structure, outlining the ISES Canada board and most importantly detailing the benefits of having independence from "Headquarters" and running as a Canadian entity. Some of these benefits include efficiency, dues in Canadian dollars, a comprehensive Canadian Event Insurance Program, national and international benefits, national meetings, etc.

Contact ISES via email for registration information and restrictions:

info@isesvancouver.com

Richmond Chamber

June Networking Breakfast - Thursday June 22, 2006 Registration 7:00 am

Breakfast & Networking 7:30 am

Tickets: Members \$13.00 Incl. GST

Non-Members \$18.00 Incl. GST

Location: Quilchena Golf & Country Club, 3551 Granville Avenue

SOHO www.soho.ca

**Soho “Show and Tell” Breakfast Roundtable
Tuesday June 27th - 7:45-10:00AM**

Sandman Hotel, Ballroom A, 180 W.Georgia St.
7:45 – 10:00 am

SOHO members: \$10
Non-Members: \$15

Vancouver Business Network Forum

- VBNF Burnaby Chapter - 2nd Tuesday of the month.
- VBNF Vancouver Chapter - 4th Wednesday of month

http://vbnf.com/next_meeting.html

Vancouver Business Network Forum (VBNF) in partnership with First Canadian Barter Exchange (FCBE) would like to invite you to our next VBNF Burnaby Chapter Meetings:

Tuesday June 13, Burnaby Chapter

Burnaby square building, #207 – 7885 6th St.
6:30 pm—8:30 pm, REGISTRATION: 6:15 pm Presentation: 7:45 pm – 8:15 PM

“How to Make Yourself Irresistible at Networking Functions” featuring Guest Speaker Laurel Van Pander

Laurel will discuss techniques that will make you more effective at business/social networking functions.

Sponsored by FCBE and SR Brewery.

Vancouver Enterprise Forum

**Wednesday, June 28, 2006
Techno grill BBQ Bash**

This is an informal summer meeting with no formal agenda or presentations.

Law Courts Inn
4th Floor, 800 Smithe St.
Vancouver
www.vef.org.

Resource Guide:

Online Business Webinars:

http://main.placeware.com/demos/web_seminar_archive.cfm

Virtual Handshake – online business Book

<http://thevirtualhandshake.com/free-book-download.htm>

<http://vancouver.craigslist.org/>

<http://www.soho.ca/>

<http://www.vef.org/web/EventDetails.asp?ProductID=82>

Chamber events:

http://www.hpmarketing.com/cgi-bin/events_calendar.cgi

Networking Database:

LinkedIn Resources: SONI Canada

<http://www.atomicacreative.com/sonicanada.html>

<https://www.linkedin.com/home>

Job Boards:

<http://charityvillage.com/>,

<http://working.canada.com/vancouver/index.html>

<http://jb-ge.hrdc-drhc.gc.ca/>, <http://regionalhelpwanted.com/home/167.htm?sn=167>

Wage Subsidy Program (& Job Board)

<http://fwt.bc.ca/>

Social / Event Management:

<http://gracioushost.ca/>, www.perfectday.ca, www.tgifbc.com,

<http://fairweathercruises.com/>

Urban Legends Reference Page:

<http://www.snopes.com/>

Yellow Pages Business Finder:

<http://www.yellowpages.ca/searchBusiness.do>