

CANNING BUSINESS SHOWCASE

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Western
Australian
Leaders



2019 GROWTH SERIES

SALES AND MARKETING



International
Leaders

Inspiring Leading Companies

An International Leaders Group Company



TODAY'S TALKING POINTS

- The Canning Economy
- Business Development Strategy
- Partnerships
- Case Studies
- Access, Influence, Knowledge



THE CANNING ECONOMY



\$10.385B GRP



56,911 jobs



9,853 businesses

Top 5 Industry Sectors: Regional Exports



Manufacturing



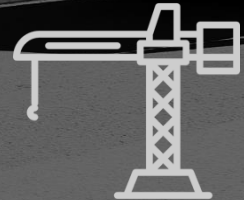
Wholesale
Trade



Construction



Transport,
Postal &
Warehousing



Construction

BUSINESS DEVELOPMENT STRATEGY



Access

We will...

- Be a City that welcomes business
- Broker meaningful business connections
- Unlock the barriers to business



Influence

We will...

- Advocate for business needs
- Partner to build a supportive ecosystem
- Optimise our ability to influence and engage



Knowledge

We will...

- Identify our core and emerging industry sectors
- Build business resilience and capacity for growth
- Become a trusted knowledge provider

Supporting a business community that meets

Challenge with innovation | Change with resilience | Opportunity with ingenuity

PARTNERSHIPS



Hong Kong Australia Business Association
WA Chapter 香港澳洲商会 西澳大利亚分会



spacecubed



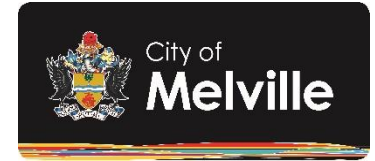
Western
Australian
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Australian
Institute of
Management
WESTERN AUSTRALIA



TOWN OF
VICTORIA PARK



Small Business
Development Corporation



Curtin University

CANNING BUSINESS MENTORING PROGRAM



Start

For students, start-ups, individuals who want peer support and those with a great business idea!



Sprint

For small to medium businesses with an idea to switch gears!



Surge

For small to medium businesses with the potential for high growth.



BUSINESS OVER COFFEE



Hour long | Informal | Intimate | Practical | Convenient | Safe

CANNING BUSINESS SHOWCASE

Celebration
Inspiration
Recognition





ACCESS | INFLUENCE | KNOWLEDGE

Partnerships, partnerships, partnerships
Celebrate success
Meaningful engagement
Voice for business – internal & external
Interdependency between business & community