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Hi Maria

April has been a busy month!

2012 Small Business Champion Awards

The [2012 Small Business Champion Awards](#) was held on 21 April and Infinite Growth was a finalist in the Professional Services category. With close to 1000 people in attendance it was a fantastic night celebrating the contributions and achievements of small businesses in Australia.

Although Infinite Growth didn't win our category it was an honour to be a finalist in such a prestigious National Award. Thank you to everyone who sent messages of support.

Speaking Engagements

Last week I was the guest speaker at the CPA Australia Women in Business Discussion Group. We had a full house! Thank you to everyone for your warm welcome!

In this photo I'm with the co-convenor for the group, Eleanor Smith.

You can view photos from recent events at [Infinite Growth's Facebook page](#).



Tonight I'll be speaking at the Institute of Public Accountants' meeting in Parramatta which I'm looking forward to especially as it's a return invitation.

Australia's Biggest Morning Tea



A reminder that tomorrow morning Infinite Growth is co-hosting with The Parramatta College [Australia's Biggest Morning Tea](#) to raise funds for the Cancer Council. We've brought the date forward to coincide with the College's 25 year anniversary celebrations.

If you're free, we'd love to see you there - morning tea is provided. Feel free to bring colleagues and friends.

This month's article

This month's article covers the importance of effective communication skills in the workplace. [Paul Dillon](#) - who you may remember I interviewed in an earlier newsletter - has written the article giving his thoughts on why effective communication skills are essential in the workplace. Thank you Paul for your contribution!

As always I welcome your feedback. You can make a comment or provide feedback by replying to this email, leaving a comment at the end of the article or by joining [Infinite Growth on Facebook](#).

About Infinite Growth

[Infinite Growth](#) delivers [workshops](#) and [coaching sessions](#) for individuals and teams in:

- [Presentation skills](#)
- [Business writing](#)
- Communicating effectively with [clients](#) and [colleagues](#)

Infinite Growth also offers [Communication Packages](#) and a [Self-Study Business Writing Program](#).

[Contact Maria](#) to book a complimentary session to discuss your business communication needs.

About Infinite Growth

Would you like to contribute an article to Infinite Growth's monthly newsletter?

If so, [contact Maria](#) with your article ideas.

About Infinite Growth

For communication tips, articles, videos and special offers connect with [Infinite Growth on Facebook](#).

Until next time
Maria



PS: A special welcome to my new subscribers.

Don't hold back – don't be held back

In a change driven, high-tech, high speed workplace the focus in recruitment and advancement is very much on academic qualifications and IT skills.

It is a given that excellence in any field is a pre-requisite and people of academic learning and excellence are abundant. But all this is like the sub-surface bulk of an iceberg; the unseen ballast and power.

In the workplace, the visible 'tip' can be just as important.

Today, the marketing of the individual is up to the individual; we all of us need to present ourselves as a package. That package needs to be as complete as we can make it and, like it or not, the reality is that qualifications alone won't guarantee getting that job or that promotion. You have to look the part and sound the part; you have to present yourself.

Careers can't be on hold anymore and tenure doesn't win promotion. What is required is the ability to communicate well at all levels, give your ideas the best possible presentation and have that air of assurance that leads to others having confidence in you. You need your own confidence before you will receive it from others.

So many well and multi-skilled operators and academically excellent candidates hold themselves back by not working and developing speaking and presentation skills; they fail to connect and engage and therefore fail to sell themselves and/or their ideas. Indifference is fatal to good ideas and excellent work.

Meetings are unavoidable in the workplace and also in community activities. It is vital for any individual to excel at the interpersonal and meetings are the proving ground. The meeting may be a job interview, a sales call with a client or one of the many in-house 'skirmishes' that arise frequently; in any and all of these it's present well and do well.

In this day and age in our society there is no excuse for not having a good education package and certainly no excuse for not 'putting the polish on'.

Do you agree with Paul's thoughts on the importance of effective communication in the workplace?

[Click here to comment on Paul's article.](#)

About Paul Dillon



Paul is the Vice President of the Parramatta Chamber of Commerce and the Chairman of the prestigious Western Sydney Awards in Business Excellence. He is also an author and writes a regular business column for the PS Magazine.

Paul has a Master of Management degree and 45 years of experience in both the private and public sectors. He has held a number of board and committee positions in government, non-government and business organisations.

More information about Paul can be found at: [Paul Dillon on LinkedIn.](#)

Need a speaker, coach or trainer?

If you would like to book Maria for your upcoming event please [contact the Infinite Growth office](#).

Maria has a [range of topics](#) which she speaks on as well as a [variety of programs](#) that she provides for individuals and groups.

[Find out what clients are saying about Maria's presentations and programs](#).

Contact Maria on 02 9687 7084 or reply to this email to discuss your requirements.

If you know someone who could benefit from this newsletter feel free to forward it to them.

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