

KPPM organisational strategists



Strategic Networking



'Not another Christmas newsletter' I hear you say! No (*although we'd like to sneak in a Happy Christmas, and many thanks to our colleagues, customers and contractors for making 2009 truly enjoyable*), the thought for this season is how to be **strategic** in your networking. As much as we'd like to indulge in free drinks and good cheer, we have an excellent opportunity to add 'relationship' to our Christmas networking in a way that's not always possible at other times of the year.

Adelaide is a relationship market, so if you're not working your relationships, you're not making the best of your contacts. Newbies to the networking scene often think it's limited to endless 2 hour 'meet and greet' sessions. These can be useful, provided that you follow up the best contacts afterwards, but the essence of good networking is long term relationships – with a range of different interactions that continually keep you 'top of mind'.

If you've been following our previous newsletters, you'd remember that apart from **relationships**, good marketing involves **white noise**, a continual background hum to remind people you're out there; capitalising on **events** to increase your relevance; and some **targeted** promotion, focusing on a small number of customers or products and really getting market penetration. Strategic networking can achieve all of these – and we'll blow our own trumpets (or should that be 'ring our own bells?') to show you how it works.

In the past month KPPM has raised its profile through:

- Kristine being appointed to the Global Maintenance Upper Spencer Gulf Board (thus building relationships, creating an event to promote)
- Samone coordinating the Path To Vision trek to raise funds for the Royal Society for the Blind (great media coverage)
- Opening an office in the Mid North (at Hallett), thus targeting a new region for our activities
- And – *we're really chuffed about this* – two of our projects (DTED/LGA's EasyData, and Zero Waste's Plastic Bag phase out) having received Premier's Awards, good for relationships, event promotion and white noise

The trick is to look ahead and see whether the things you do anyway can get some extra leverage by telling your network. Have your supporting promotion ready to go so you can just roll it out when the opportunity arises – and don't forget that networking sites like LinkedIn (www.linkedin.com) are a good way of keeping other members updated, every time you change your profile your name goes in the weekly update to all connections. It doesn't get easier than that.

Inside this issue

Global Maintenance USG	2
Local Partnerships.....	2
Christmas Office Closure.....	2
Memorable Quotes of the Day.....	2
Current projects	2
YBL Path To Vision	3
Where we'll be	3

Congratulations!

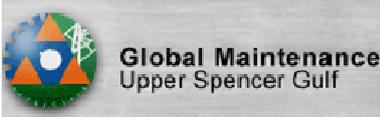
Well done to Rosemary Wanganeen of the Australian Institute for Loss and Grief, **who has been awarded the 2009 South Australian of the Year - Community - Award.**

DTED/LGA's EasyData project won the 2009 Premier's Award for Growing Prosperity

Zero Waste SA's Plastic Bag Ban won the 2009 Premier's Award for Attaining Sustainability.



View from the window of our Mid North office!



Global Maintenance
Upper Spencer Gulf



Current Projects

Examples of current projects that we're working on here at KPPM:

- Adelaide Hills Council - Norton Summit Centre Business Case
- DEEWR Aboriginal Vehicle Licensing
- Flinders University Centre for Ground-water Studies Review
- Rivergum Homes
- City of Tea Tree Gully Youth Needs Indicators
- South East Natural Resources Management Board Team Workshops

Good Quotes from our website

More examples of the daily quotes that have appeared on our website www.kppm.com.au

Genius is eternal patience.
Michelangelo

Networking is an essential part of building wealth. **Armstrong Williams**

It's all about people. It's about networking and being nice to people and not burning any bridges. **Mike Davidson**

What I don't like about office Christmas parties is looking for a job the next day. **Phyllis Diller**

Build your reputation by helping other people build theirs. **Anthony J. D'Angelo**

An idea that is developed and put into action is more important than an idea that exists only as an idea. **Buddha**

One lives in the hope of becoming an memory. **Antonio Porchia**

KPPM's Principal Consultant, Kristine Peters appointed to the GMUSG Board

Overview

Global Maintenance USG Inc is an organisation that draws its membership from businesses across the Upper Spencer Gulf region involved in engineering and maintenance services to the resource processing sector.

Global Maintenance USG was established to promote the Upper Spencer Gulf as a regional centre of excellence in the provision of "maintenance services" to the local, national and international resource processing sector.

The aim is to have the Upper Spencer Gulf region recognised as suppliers to the global resource sector, and to show that our businesses are working together and contributing to the region's economic growth and community strength.

Charter

To collaborate to establish and promote the Upper Spencer Gulf as a regional centre of excellence in the provision of maintenance services to the resource sector locally and internationally.

Members/Business listing can be found at: www.gmusg.com

Local Partnerships

Last month, Port Adelaide was invaded by a motley collection of devils, vampires, fairies and mummies at a Halloween party held at Café Fore You. Samone Wear organised the event to raise funds for the Royal Society for the Blind, supported by several local companies, residents and friends.



This was a great opportunity to build partnerships with other local businesses, raise some money for charity, and have fun at the same time! Donations of raffle prizes enabled companies to raise their profile in the community and showcase their products and services to a new audience.

Huge thanks to everyone that contributed, or came along and partied on the night.

Christmas Office Closure

Please note that KPPM offices will be closed from 17th December 2009 to 11th January 2010. If you need to contact us during this time, try Kristine's mobile - 0409 603 663 (but don't expect a quick answer!)

Copy Me

Feel free to make copies of this KPPM Newsletter for your office colleagues or others who may be interested in learning more about Project Management or the work of KPPM Organisational Strategists

PATH TO VISION TREK



Q: What do Kokoda, Heysen Trail, Everest and the other Great Summits of the World all have in common?

A: DUNCAN CHESSELL

Multiple Everest conqueror and internationally renowned elite adventurer **Duncan Chessell** led a Path to Vision Trek in late November for visionary business leaders here in South Australia in support of the Royal Society for the Blind.

Executives throughout the State quickly secured their place to be amongst an exclusive group for this three day 60km trek through some of South Australia's most spectacular terrain found along the Southern Heysen Trail coastline, Cape Jervis – Encounter Bay.

Hamra Group rallied behind the cause representing South Australia's community minded spirit by contributing \$10,000. Many other local businesses also followed such philanthropic spirit which enabled the trek to be a '5 star' camping adventure. This event will have made its mark on the event calendar for years to come.



Fast paced business leaders unwound after each day's trekking to entertainment featuring "Opera under the Night Sky" with Soprano extraordinaire - Grace Bawden; themed gourmet-food nights; premium Barossa wines and professional massages. This inaugural fundraising event was managed by a fantastic PTV Project Team, led by our own Corporate Development Manager **Samone Wear** in partnership with Samantha Badcock of Clements Executive Recruitment.

KPPM would like to congratulate the PTV Team for professionally executing such an amazing project and providing our local business leaders with challenges and the chance to take part in an awesome experience. This project alone has raised in excess of \$15k for the Royal Society for the Blind.

If you'd like to know more about the local business leaders who supported the Path to Vision Trek visit www.pathtovision.org

Where we'll be...

- Working in our new Mid North office at Hallett - drop us a line if you're coming up our way and we'll put the coffee on!
- 9th December - Business Class Corporate Christmas Cheer Evening, Sebel Playford
- 16th December - NWBDC Board Breakup on Bruce's
- 18th December - Todd Street Christmas Lunch at Thorpie's
- 24th February - FUTURE Reference Group
- 16th March - Samone's Young Business Leaders Graduation
- 23rd/24th March - Kristine presenting at the Policy in Regional and Rural Areas Conference in Newcastle.



Disclaimer:

This Newsletter is for general information purposes only. KPPM has taken all reasonable measures to ensure that the material contained in this newsletter is correct. Please research and test concepts to ensure they suit your needs before making any decision. Please feel free to reproduce the whole or parts of this newsletter for personal, educational or any other non-commercial purposes.

