



Active Queenslanders  
Industry Alliance  
Fitness | Sport | Recreation

# Active Queenslanders Forums

April to August 2021

*Industry Professional Development Workshops  
and Volunteer Assistance Workshops*



<b>Date</b>	<b>Location</b>	<b>Date</b>	<b>Location</b>
21 April 2021	<b>Toowoomba</b>	16 June 2021	<b>Redlands</b>
28 April 2021	<b>Gold Coast</b>	13 July 2021	<b>Logan</b>
5 May 2021	<b>Caboolture</b>	19 July 2021	<b>Cairns</b>
11 May 2021	<b>Rockhampton</b>	20 July 2021	<b>Townsville</b>
12 May 2021	<b>Mackay</b>	26 July 2021	<b>Yeppoon</b>
17 May 2021	<b>Bundaberg</b>	27 July 2021	<b>Gladstone</b>
18 May 2021	<b>Fraser Coast</b>	2 August 2021	<b>Sunshine Coast</b>
7 June 2021	<b>Ipswich</b>	16 August 2021	<b>Brisbane East &amp; South</b>
15 June 2021	<b>Brisbane North</b>	17 August 2021	<b>Brisbane West</b>



# Active Industry Professional Development Workshop

**11.00am to 1.30pm**

11.00am Welcome, Introductions, Overview of Active Queenslanders Industry Alliance

**11.10am SESSION 1: BUSINESS PLANNING** (Business Planning Workshop: *Plan to Prosper*)

**11.40am SESSION 2: INDUSTRY ADVICE AND FEEDBACK** (Group Think Tank: Industry Skills Advisor, industry issues and training)

12.30pm: Lunch Break

**12.45pm: SESSION 3: GUEST SPEAKER (BUSINESS DEVELOPMENT – THE NEXT OPPORTUNITY)**

- Guest Speaker: Roger Westerman (Fitness Industry Business Leader)

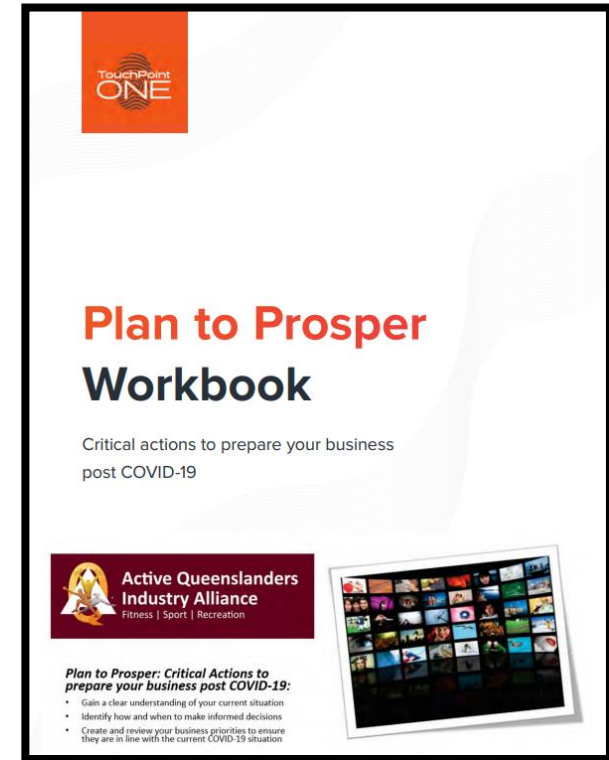
1.20pm: Conclusion, Networking, Appointments





# Business Planning: *Plan to Prosper*

- What's the new normal for your business
  - New business in practice
  - Two Futures Model
  - Circle of Control
- Business Health Checklist
  - Health and Wellbeing
  - Financial Position
  - Tax Situation
  - Staff / Team
  - Systems / ICT
  - Lease / Tenancy
  - Existing Clients
  - Time to Pivot?
  - Marketing / New Clients
  - Partnerships and Networking
  - Government Support
- Q&A



## Industry Advice and Feedback

- Group Think Tank
  - Industry Skills Advisor (Active Queenslanders Industry Alliance)
  - Consultation (Department of Employment, Small Business and Training)
- Fitness Australia
  - Sector Feedback
- QSport
  - Sector Feedback
- Outdoors Queensland
  - Sector Feedback
- Q&A





## Guest Speaker: Roger Westerman

- **Business Development:**

  - ***The Next Opportunity***

  - What the Y (why) means in terms of any business (the reason, the purpose, the vision)
  - Top 10 Global Fitness and Wellness Trends
  - How are you (your business and or team) going to take advantage of the opportunities ahead?
  - How does your business / team stand out from the rest?
  - Importance of creating a USP
  - Bouncing back from difficult times
  - Q&A



**ROGER  
WESTERMAN**

**STRATEGIC ADVISOR**



# Active Industry Volunteer Assistance Workshop

## 6.00pm to 8.00pm

- 6.00pm Welcome, Introductions, Overview of Active Queenslanders Industry Alliance
- 6.10pm **SESSION 1: CLUB & ORGANISATION FINANCE:** Guest Speaker: Terry Dillon, ClubMap – *“Finance”*
- 6.35pm **SESSION 2: SPONSORSHIP:** Guest Speaker: iSponsor – *“Sponsorship Made Easy”*
- 7.00pm **SESSION 3: VOLUNTEERING:** Guest Speaker: Alex Urquhart, Orange Sky – *“Volaby Volunteer Software”*
- 7.25pm **SESSION 4: GRANTS:** Guest Speaker: The Grants Guru – *“Being Grant Ready”*
- 7.50pm Conclusion, Networking, Appointments



## CLUB & ORGANISATION FINANCE:

### Guest Speaker: Terry Dillon, ClubMap

- Competition
- Length of the Season
- Sponsorship
- Consumer Disposable Income
- Fundraising
- Membership
- Registrations
- Type of Revenue
- Q&A



**CLUBMAP**



## SPONSORSHIP:

Guest Speaker: Richard Siganto, iSponsor

- Overview of fundraising system
- Introduction to fundraising app
- Fitness, Sport and Recreation Organisations and Clubs
- Supporting Businesses
- Q&A

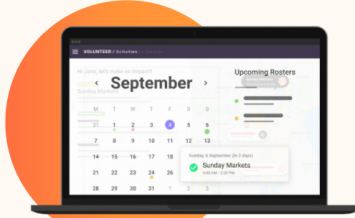
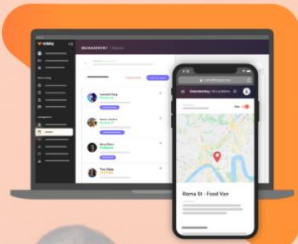


# VOLUNTEERING:


Guest Speaker: Alex Urquart, Orange Sky




**Volunteer Management,  
Made Easy**




## Create activities and publish rosters.

 **Flexible Activities**

Create recurring services, weekend events, online or offline meetings, activations, and more. Sessions allow you to define the activity timeline, as sequential shifts or as parallel tasks.

 **Volunteer Availability**

Volunteers join teams and set their availability themselves. Unavailable dates can be marked when volunteers don't wish to be rostered.

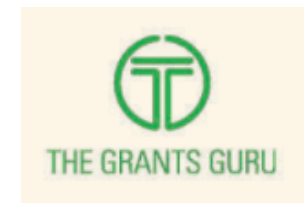
 **Simple Rosters**

Create rosters to let volunteers know when they've been selected. Assign volunteers to specific sessions or shifts. Volaby will automatically communicate the rosters to volunteers when it is published, or if the activity is cancelled.

## GRANTS:

### Guest Speaker: David O'Leary, Grant Guru

- The Grants Guru shares his key insights into sourcing, applying for and successfully receiving grants to enhance your club environment.
- *“Being Grant Ready”*
  - Incorporation Certificate
  - Constitution
  - Certificate of Currency for Public Liability
  - Copy of your Land Tenure ie Lease/Certificate of Title to confirm ownership
  - Copy of your Last Annual Financial Report/ANNUAL REPORT/Minutes of AGM;
  - Copy of recent Bank Statement/s (for those funding programs which require a contribution) not an online list of accounts or a Transaction Report; and
  - Copy of your AGM Minutes or Annual Report.
- Q&A





# Active Queenslanders Industry Alliance

Fitness | Sport | Recreation

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