



Hi

How quickly the year has slipped by! December already and so much happening across the board. I recently spent some time in Sydney after sailing up from Melbourne on a yacht that will be participating in this year's Sydney to Hobart yacht race. While enjoying the harbour city I took the opportunity to call on a few of our clients and check out some conference venues, including The Sebel Hawkesbury Valley featured in this month's venue reviews.

Congratulations go to all the team at Stonelea Country Estate for their well-earned win of Meetings & Business Tourism section in the 2003 Victorian Tourism Awards. This award is highly sought after and recognises the overall status of venues contribution to meeting the needs of the meeting and conference market. On a sadder note it was distressing to see a fire destroy the historic Bellinzona Grange at Hepburn Springs. Bellinzona has been a favourite conference destination for many corporate clients and leisure guests over the years; I understand plans are underway for a re-build.

It is with great anticipation I look forward to the summer break as our daughter returns from her year in Vienna in early January 2004. It will be great to have her home. On behalf of the team here at Key Conference Solutions I wish you all the best for the festive season and to many happy times spent with family and friends.

Our office will be open all the way through the holiday period and the next edition of our newsletter will be on its way to you in February 2004.

Regards,

Jim Conway

P.S. Please feel free to pass this e-newsletter to a business colleague.

Thanks to all those subscribers who have provided some wonderful feedback on our website. If you haven't already, make sure you visit it at www.conferencesolutions.com.au

HAWKESBURY VALLEY - NSW

CROWN PROMENADE

BLUE RIDGE INN - MACEDON

VENUES AUSTRALIA - WIDE

TIPS - MAKE IT INTERESTING!

MEET VIVIEN CEROLINI

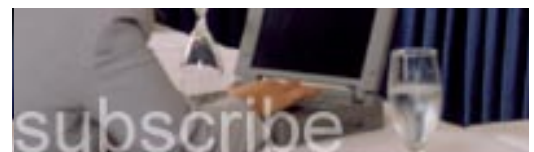
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VENUE REVIEWS

Regional NSW

Superbly located within 8 hectares of beautifully landscaped grounds, within the historic town of Windsor, The Sebel Resort and Spa Hawkesbury Valley offers 104 stylishly furnished, spacious rooms, including 36 suites with private spas and open fireplaces.



Choose from 9 superior meeting rooms, many with natural light, suitable for either small or large groups. From a board meeting for 8 people to a function for 250 guests, the hotel is perfect for conferences, seminars, conventions, corporate retreats and special events.

You are assured of impeccable attention to detail and service from their dedicated service team and in-house audio visual manager. Recreational facilities include two outdoor tennis courts, indoor heated swimming pool, spa, sauna, gymnasium and a games room with a full size billiard table. There is also a driving range and two golf courses immediately adjacent to the hotel.

One special feature that sets the resort apart is the world famous Villa Thalgo Hydrotherapy Health and Beauty Spa. Located on site... this is the perfect place to unwind and relax. A European-style hydrotherapy spa offering a vast array of natural marine therapies and unique spa facilities, particularly the salt water indoor swimming pool.

To find out more call Sue Wall on +613 9870 4611

"When your heart is in your dream, no request is too extreme."

- Jiminy Cricket

CONFERENCE TIPS

Making your conference interesting

The same people generally attend the same events year in year out and you as an organiser have to scale that wall of expectation and possibly cynicism. Delegates already know what to expect don't they? It will be the same as last year, sitting in a classroom environment and being talked at! Death by overhead! No wonder they look sleepy, doodle and switch off. Remember on average your delegates will only take on board maybe 3 key facts from your day in spite of all your hard work! Here are some suggestions to put some interest in your next event.

Have an **explosive start** - pyrotechnics, loud music and laser light shows can add a huge dimension to the start of an event and really make the audience sit up and listen

Make it interactive

How about making it less of a conference and more of a quiz show format. This allows participation from the audience and can be a simple quiz style right up to a simulated TV show environment. Create a debate, perhaps with some humour, where the audience is allowed to barrack and disagree with the presenters? If its good enough for TV why not for your conference if only for one session!

Team Building

If you are getting the sales team or whole company together then it may be an ideal time to break the meeting with a hands on activity perhaps a team building exercise or more structured business games. Most of these take about 2 hours and ideally fit into a full days programme.

Celebrity Speakers

Many sports stars as well as captains of industry can provide that spark of motivation as well as humour to what otherwise is a hard days grind.

Ice Breakers

Simple 10 minute exercises that can be done at tables from juggling to making a giraffe out of newspaper. There are dozens of such games that can be done at little or no cost

New in Central Melbourne

You can create the 'Wow' factor at the new Crown Promenade Hotel – whether it's a business meeting, an intimate gathering or a lavish gala ball; Crown has the right room, professional service and creative cuisine to impress your guests, every time.

With state of the art business facilities, audio visual and expert theming available in-house, every function, conference or meeting is certain to flow smoothly and with impact. Crown offers a wide range of break-out rooms and options for exhibition space or displays, with the flexibility to accommodate every request.



Whatever your event, the Crown Events Team will follow through on every detail to ensure your function's success and when it's time to relax, guests and delegates have access to Crown's superb facilities – two hotels, restaurants, bars, nightclubs, gaming and cinemas – truly a World of Entertainment.

To find out more call Lisa Moloney +613 9870 4611

"Regardless of how you feel inside, always try to look like a winner. Even if you are behind, a sustained look of control and confidence can give you a mental edge that results in victory."

- Arthur Ashe

Regional Victoria

Perfect for discerning small groups and with an impressive reputation built over the last 5 years, Blue Ridge Inn is a refreshingly different conferencing solution for groups of up to 8 delegates.

Seating

Why not try a different room layout like cabaret style or go really radical and use beanbags or deckchairs!

Our team at Key Conference Solutions can introduce you to the right professionals who can put some interest and wow into your next business event. Call us +613 9870 4611.

"If you wish to succeed in life, make perseverance your bosom friend, experience your wise counselor, caution your elder brother, and hope your guardian genius."

- Joseph Addison



Meet Vivien Cerolini

At the Melbourne & Regional Victoria Meeting Mart held at the Carlton Crest in late October, Vivien Cerolini pictured above left had her business card drawn from all those who visited our stand at the show.

Our own Lisa Moloney is pictured with Vivien when Lisa dropped in to Hocking Stuart Estate Agents to present Vivien with her prize. The show was a good opportunity to network with our fellow exhibitors and to showcase our services to all the attendees.

Congratulations to Vivien and do enjoy your prize.

Like to see a previous edition?

Check out our newsletter archives at our [library](#)



"Remember, today is the tomorrow you worried about yesterday..."

- Dale Carnegie

Tucked into a corner of the Macedon Regional Park, some 820m above sea level, the Inn is at the centre of the Macedon Wine Region, a world away from Melbourne and yet well within an hour of the CBD and just 35 minutes from Tullamarine Airport.



With the feel of a genuine country retreat and an extraordinary view from every window, facilities include a spacious boardroom and associated sitting rooms with open fireplaces and 8 fully-equipped QS hotel rooms. Blue Ridge is renowned for its food, with meals being served in their library overlooking Hanging Rock and the Heskett Valley. Small groups are the core business of Blue Ridge and high levels of privacy, flexibility and service are guaranteed.

Call Lou David +613 9870 4611 to find out more

YOUR SAY

"Key Conference Solutions is a great service that we have utilised for all our sales and management conferences. It has taken the hard work and many hours out of searching for venues to meet our requirements. Sue Currie has been a pleasure to deal with, being thorough in detail, communication and follow up. It was easy to outsource all the hard work to Key Conference Solutions as they are the professionals in finding conference solutions."

Wendy Pasco - Langdon Ingredients

"Our conference was the most successful one ever thanks to you Sue. You were spot on with our requirements and at such short notice, found for us the perfect venue. Thanks again for all your hard work.....it was really appreciated. Thanks.

Fotina Kamboukos - Guild Insurance Ltd

BEEN IN TO SEE US

To maintain our knowledge of innovations, upgrades and newcomers on the venue scene Australia-wide, we regularly enjoy visits from property personnel for venue updates and briefing sessions which lately included Rachael Briese Crown, Geraldine Hunt Emirates, Alfred Migliucci Merchant Court Hotel Sydney, Mary-Jane Zacchei Royal Pines Resort, Justin Burt Shangri-La Hotel Sydney, Heidi Griggs Stamford Hotels and Resorts, Emi Weir Cypress Lakes Resort, Nicole Woolfe and Ross Buchanan Mirvac Hotels and Resorts, Vanessa Bowen and Emma Parker Sheraton Towers, Elizabeth Burton Wairakei Resort Taupo New Zealand, Di Christie Destination Lake Taupo New Zealand, Rachael Bradley Legends Gold Coast and Warwick Marturia Carlton Hotel Parramatta.

OUT AND ABOUT

On a regular basis our team members are out and about sampling first hand conference and meeting venues throughout Australia. This ongoing schedule of briefing sessions and venue inspections ensures our product knowledge is extensive and current which in turn allows us to offer you, our valued clients, professional, authoritative and independent advice on conference and meeting venues.

Our team have been out and about and visited Peppers Moonah Links, Sheraton by Four Points Geelong, Surfcoast Resort, Erskine on the Beach, The Cumberland Lorne, Quest Apartments Phillip Island, Match, Savoy Park Plaza, Sebel Lodge Yarra Valley, The Point at Albert Park, Novotel Glen Waverley, Quay West Suites Melbourne, Victoria University Conference Centre Flinders Street, ANZ Pavillion Arts Centre, Zinc at Federation Square, Geelong Conference Centre, Deakin Management Centre, Mercure Geelong, Carlton Crest Hotel, The Grange at Cleveland Winery, Lancemore Hill Conference Centre, RACV Melbourne, Aitken Hill, Zinc at Federation Square, Fenix, Quay Grand Suites Sydney, Quay West Suites Sydney, The Sebel Pier One, Citigate Sebel Sydney, The Sebel Hawkesbury Valley, Four Points by Sheraton Darling Harbour, William Angliss Conference Centre and The Hotel Charsfield.

Let us find the right venue for your conference call us **NOW**
+613 9870 4611 **Our venue finding service is FREE.**

"Life is not measured by the breaths you take, but rather the moments that take your breath away."

- Unknown

JOIN AUSTRALIA'S TOP COMPANIES

Join the ranks of Australia 's leading companies that are taking advantage of the Australia-wide and international **FREE venue finding service** Key Conference Solutions offers.

NAB, GE Finance, Pioneer Electronics, Rheem Australia, DaimlerChrysler, Novell, KPMG, BHP, Telstra, Australia Post, Devine Homes, Wilson Pride, World Dairy Leaders Citizen Watches, Scholastic Seminars and SPL World Group are just some of the leading companies who have chosen Key Conference Solutions to source venues in Queensland, New South Wales, Victoria and in fact venues Australia - wide and internationally for their business events.

"Worry not that no one knows of you; seek to be worth knowing"

- Confucius

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