### What are Growth Round Tables?

Well done, you’ve just sold a product and have customers on board. But there is a lot to do to grow and to start making a profit. Surely someone else has been through this? How do you find out what you don’t know? How do you find other CEOs going through the same pain?

This is what Growth Round Tables (GRT) are designed to resolve. A group of entrepreneurs meet once a week for eight weeks to share their experiences and learn about something new. On the first night of the series the group introduce each other and decide what topics they would like to cover for the next seven weeks chosen from a list of common subjects. For the next seven weeks a Charter Member of TiE Sydney runs a workshop to cover the topics chosen.

After two months the group is encouraged to meet up monthly to continue mutual mentoring, share their experiences and learn from others.

### What happens on the night?

You turn up at 6pm on Monday for eight weeks to meet your six colleagues and that meeting’s Charter Member. One person leads the first 15 minutes to reporting progress since the last meeting. The Charter Member then starts the workshop on the subject of the night for around an hour. When the hour is completed there is half an hour of general discussion. The group may choose to adjourn to a local pub to continue the discussion (and perhaps something to eat too).

### What are the subjects?

There are 12 subjects to choose from. The following subjects have already been identified by Entrepreneurs like you:

1. Public Speaking. So you’ve got the chance to tell others what you do. Lean how to speak with confidence.
2. How to get what you want. If you don’t ask you will never get. So what strategies can you use?
3. Networking for results. What do you need to do to make the most out of networking? Practical hints and ideas will be provided.
4. Applying Habit Forming Techniques to my business. How do I get customers to keep coming back for more?
5. Finding and selecting the next employee. Identifying the right person for a business is critical. Failure can lead to demise. This session will reduce the chances of failure.
6. Reducing sales friction. Why do people abandon buying your product? What can you do to make it easy?
7. Maintaining customer relationships. What social media resources can you use?
8. Cultural issues entering new markets. China, Europe and the USA are different from Australia – learning why can save hours of work and substantial investment of money.
9. Managing succession and business independence.
10. Mind set & mindfulness. How do you mentally recover from a bad day when you have that important customer to visit this evening?
11. Introducing a sales process. Discover processes you can use to weed out the tyre-kickers and get to those who really want to buy.
12. Negotiation. Learn techniques and skills to improve the deals that you make with customers and suppliers.

### When does it run?

The first series of Growth Round Tables will take place in February 2016.

### What is my commitment?

You must commit to attend each of the eight round table events and pay a total of $295 ($395 for non-members).

### How do I apply?

In the first instance please contact the Executive Director of TiE Sydney explaining your position (a short paragraph is sufficient) and providing a phone number. CEOs of companies will be selected using the following selection criteria:

* TiE Members.
* The company is making a profit. In other words, the company is paying most or all of your own salary.
* Companies making sales. You company has sold a product or service to at least one customer and is looking to scale up the process.

Brian Dorricott

Executive Director TiE Sydney

On behalf of the TiE Sydney Board

V2, October 2015

A brief introduction to TiE

TiE is short for The Indus Entrepreneurs – the Indus is the longest river in India running 2900km from Tibet to Arabian Sea. TiE was created in Silicon Valley by a group of Indian Entrepreneurs who enjoyed meeting and sparking ideas off each other. Now the two largest of 60 chapters are based in Delhi and Silicon Valley.

TiE Sydney provides aspiration to and inspires Entrepreneurs. It is best explained in the words of our members:

“I was so inspired by the start-up founders at a TiE Pitch Contest that I decided to pitch my own business the following year. That started my journey that took me to Silicon Valley and San Francisco. It was an unforgettable, valuable experience - only possible through the things I learnt at TiE.”

Emma Veiga-Malta

Bespoke Backdrops, CEO & Founder

"TiE has opened up amazing doors for us, particularly in the early stages of our business. Winning the TiE Female Entrepreneurs Pitching Competition in 2012 was a defining moment in our entrepreneurial journey and set the course for what is now the Workible success story.”

Alli Baker

Workible, CEO & Co-founder

Rhett won first prize trip to Silicon Valley with an entry to TiECon SV at Sydney’s annual TiE Conference. He met over 200 people, two billionaires and had lunch with one. As he said: “It’s the best thing I’ve ever done in business. Period.”

Rhett Sampson

GT Systems, CEO & Founder

TiE Sydney is inspiring local Entrepreneurs to think bigger and globally by preparing them for the growth and acceleration that their business needs. How do we do this? We provide a structured way for those with experience (our Charter Members) to help those who are on their journey (our Members).

Our Charter Members are hand-picked from industry so we have a range of experience, skills and a wide knowledge base.

Our Members are Emerging Entrepreneurs and Entrepreneurs who are seeking to take their exploitation of their idea to the next level.

Our Sponsors want to be associated with aspirational people like you.

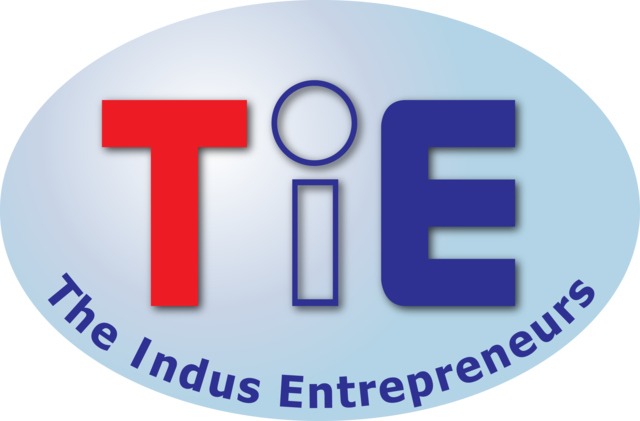
So what makes us different?

* TiE is member driven. Our members and sponsors pay TiE’s operating expenses so we listen to you.
* TiE is Not For Profit. We don’t seek to profit from your endeavours by charging you excessive fees (neither upfront nor hidden).
* TiE doesn’t take equity. TiE never takes a part of anyone’s business. After all, it is your baby, not ours.

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### Growth Round Tables

### Launching February 2016

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