

CHAMBER  
ALLIANCE  
PROGRAM



# Chamber Alliance PROGRAM

Local Chambers of Commerce  
*Uniting the chamber movement in NSW*

Invigorating business

Call 13 26 96

[nswbusinesschamber.com.au](http://nswbusinesschamber.com.au)

# Welcome

With businesses facing an ever challenging economic, political and legislative climate, it is more important than ever to partner with organisations that can help businesses navigate with the confidence to make the most of current market conditions and present a united voice for business in NSW.

Tracing our heritage back to 1826, NSW Business Chamber's mission is to create a better Australia by helping businesses maximise their potential. The Chamber is a passionate advocate for business in the public arena, whether standing up to government and decision makers when business interests are neglected or working together to create positive change. On a one-to-one basis, the Chamber helps all businesses from small enterprises to large corporations maximise their business potential through expert advice and business solutions.

Through careful investments over the years, NSW Business Chamber has built a substantial asset base allowing it to draw down on its investment portfolio to fund activities that support all businesses in NSW, hence this affordable program.

The Chamber Alliance Program has been developed to strengthen the relationship between the NSW Business Chamber and the Local Chambers of Commerce within NSW. This program represents a significant opportunity to unite the Chamber movement in ensuring the interests of small and large businesses are represented at a local, regional, state and federal level.

The objectives and benefits of the program are:

- Foster and develop a co-operative, non competitive relationship between the NSW Business Chamber and the Local Chamber movement by offering Local Chambers a limited NSW Business Chamber membership for their members. This dual membership arrangement strengthens the value proposition of the Local Chamber membership and removes the concerns around competition for membership.
- Access to advice, tools, products and services from the NSW Business Chamber to help your member's business and assist the Local Chamber to grow and retain its membership base.
- Create one voice for business in NSW and the united Chamber movement to represent business interests at a local, regional, state and federal level. This will be achieved through Local Chamber engagement with the NSW Business Chamber at our policy forums, information on media releases, engagement with Relationship Managers and Regional Advisory Councils.

The model has been developed with consideration to feedback gathered from workshops conducted with Local Chambers across the state.

The attached document outlines the Chamber Alliance Program, the benefits to both the Local Chamber and their members, and the commitments of both the NSW Business Chamber and the Local Chamber of Commerce.

We look forward to working with you to create a strong chamber movement, a more effective advocacy platform and better outcomes for business in NSW.

Yours sincerely



Stephen Cartwright  
CEO, NSW Business Chamber

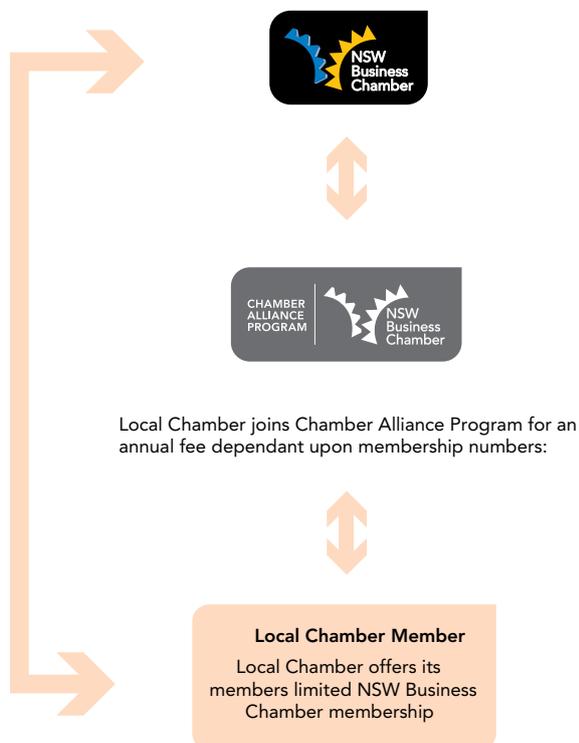
# Overview

The Chamber Alliance Program is designed to provide real benefits to your chamber and enhance the value you provide to your members by passing on some useful services.

## Benefits:

- Increase the value of your chamber to your members
- Become part of a growing network of Chambers state-wide
- Receive the support of a Relationship Manager to help you with maximising value from the Chamber
- Access innovative resources to enhance the profile of your Chamber, in turn supporting the wider Chamber movement

## The Chamber Alliance Program model:



As a Local Chamber connected to the NSW Business Chamber, you receive a set of benefits in your capacity as an Alliance Partner. Additionally your members receive benefits in the form of a limited membership of the NSW Business Chamber.

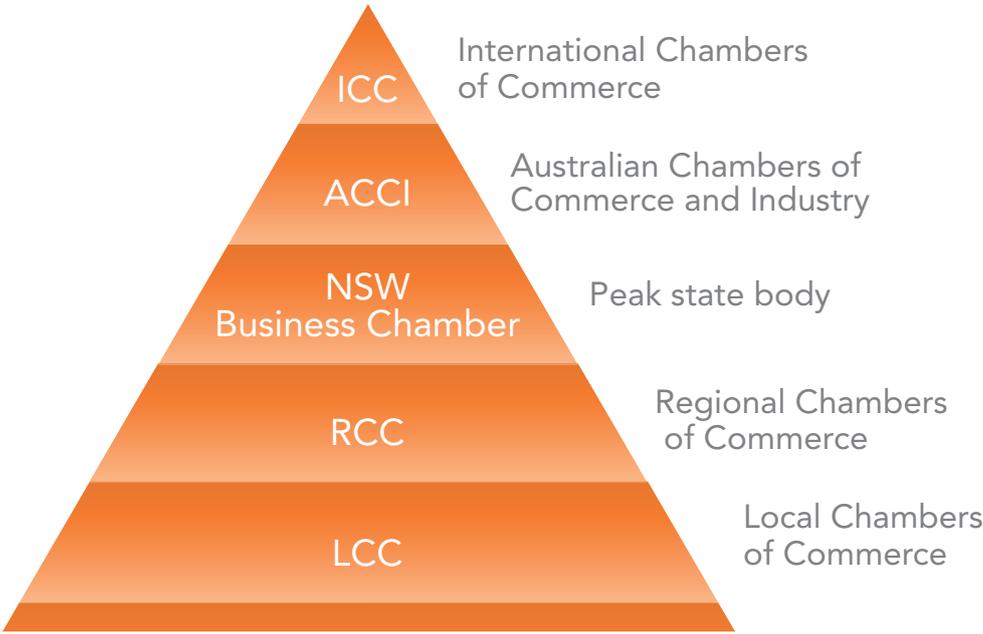
A Local Chamber member is only eligible for the limited membership with the NSW Business Chamber so long as they are a full financial or approved member of the Local Chamber.

Local Chamber members who become NSW Business Chamber members under the limited membership package are entitled to upgrade their membership to a full NSW Business Chamber membership at a special "upgrade" price, provided that these members remain a member of their Local Chamber.

# Chamber Alliance Program Benefits

## A stronger business voice

Engaging with the NSW Business Chamber on policy, lobbying and media issues and developing a voice for your region at both a state and federal level, generates greater value for your local members and local government officials.



## Local Chamber Alliance Partner entitlements

The following entitlements are available to your Local Chamber as a Chamber Alliance Partner from the NSW Business Chamber:

- A Local Chamber Limited Membership package for all Local Chamber members, at no cost to them
- Access to a Relationship Manager for policy, advocacy and member issues within your region
- Opportunity to have representation on Regional Advisory Councils
- Invitations to Local Chamber Alliance Partner Forums to discuss policy and advocacy issues affecting your local region
- Access to the Local Chamber of Commerce (LCC) toolkit, which contains governance, structural and procedural advice and tools for establishing and running a Chamber of Commerce, as well as the opportunity for the LCC executive to share ideas and successful strategies with other chambers
- Access to a number of Workplace Advice Line calls plus Modern Award Services to ensure the smooth operation of the LCC. The Workplace Advice Line (13 29 59) provides sound, independent advice on all workplace matters including the new Fair Work system, Modern Awards, National Employment Standards (NES), award provisions and interpretation, wage rates etc.

Local Chamber Alliance Partners		
Inclusion	Entitlement	About your entitlement
<b>Advice</b>		
Advice Line calls Workplace and Legal 13 29 59 Marketing 13 26 96	5 calls per annum (Calls can be used in any combination.)	A dedicated phone service providing members with specialist advice in the areas of Industrial Relations, Legal and Marketing.  Simple queries are answered in one call, or if more complex advice is required, an outline of how best to proceed will be given. Either way, you will enjoy the peace of mind knowing that you're getting trusted professional advice.
<b>Compliance</b>		
Modern Awards Services	1	Access to Modern Awards Service including details of one Award plus legislative updates to ensure you stay compliant and meet your obligations as an employer.

RRP (Inc. GST) \$5.50 per opt-in member at the time of invoicing to a maximum of \$1,650.

- Content for Local Chamber use in accordance with the Content Rules and Joint Branding Guidelines
- Discounted LCC member rates for NSW Business Chamber events
- Ability to use the NSW Business Chamber Alliance Program logo on Local Chamber materials subject to compliance with the Content Rules and Joint Branding Guidelines
- Entitles you to vote at the NSW Business Chamber Annual General Meeting and hold Member Office Bearer roles including Regional Advisory Council

## Local Chamber member entitlements

### Benefits to your members

As part of the Chamber Alliance Program, your Local Chamber members will be entitled to opt-in to become a NSW Business Chamber member under the Local Chamber Limited membership package.

Local Chamber Members		
Inclusion	Entitlement	About your entitlement
Member directory	Unlimited	Raise your profile and promote your business to the wider business community. Expand your business networks and promote special offers or exclusive incentives to other members through your customisable listing in the directory.
Business Hotline 13 26 96	Unlimited calls	With just one call you are connected to the right information, support and advice for all your business questions.
Advice Line calls  Workplace and Legal 13 29 59  Marketing 13 26 96	3 calls per annum	A dedicated phone service providing members with specialist advice in the areas of Industrial Relations, Legal and Marketing.  Simple queries answered in one call, or if more complex advice is required, an outline of how best to proceed will be given. Either way, you will enjoy the peace of mind knowing that you're getting trusted professional advice.
Business Propel	Included	The next evolution in business assessment tools. Offering an end to end view, this tool will shape your business for success.
Networking and educational events	Local Chamber member rates	NSW Business Chamber events are run regularly across the state to help you increase your business network and stay up to date with topical business issues and matters.
Business magazine	Quarterly	Business Connect electronic edition, keeping you up-to-date with the latest business news and trends across NSW and Australia.
e-Newsletter	Monthly	Member only e-newsletter updating you on the latest news and trends for your region.
Business Legals Toolkit	Access to sample documents included  Full version available at member rates	Online access to legally approved commercial agreements, templates and other essential business documents.
Free trial of WorkplaceOHS	14 day trial	WorkplaceOHS is an online resource that helps make your workplace safe and helps you meet your OHS and safety obligations.

## Local Chamber Members

Inclusion	Entitlement	About your entitlement
Free trial of WorkplaceInfo	14 day trial	WorkplaceInfo is the ultimate online workplace relations resource that helps you manage all your IR, HR and payroll matters.
Fixed Price Legal Services	From \$825 (Inc. GST)	A cost effective way to manage your legal requirements. Simply send us an email about your issue and we will scope the requirement at no charge. Australian Business Lawyers & Advisors will then be in contact to advise next steps and a fixed, competitive quotation.
Website Diagnostic	\$99 (Inc. GST)	The Website Health Check is a cost effective way to obtain valuable information on how your website is performing and optimise performance.
Individual HR Advance Documents	From \$99 (Inc. GST)	Online resource designed to make human resources management easier for your business. It includes a range of tools and templates to help businesses of all sizes.

- Local Chamber members can upgrade to full NSW Business Chamber membership at a 20% discount on condition of retaining Local Chamber membership.

## NSW Business Chamber

Tracing our heritage back to 1826, NSW Business Chamber's mission is to create a better Australia by helping businesses maximise their potential. The Chamber is a passionate advocate for business in the public arena: whether standing up to government and decision makers when business interests are neglected or working together to create positive change.

On a one-to-one basis, the Chamber helps all businesses from small enterprises to large corporations. Our commercial services division, Australian Business, delivers a range of business services to both member and non-member clients throughout Australia, with the operating surplus going back to supporting Chamber initiatives. In all, we believe it's important for Australia's business community to succeed, because prosperity creates new jobs, social wealth, and better communities in which to live.

- Local, regional, state and national coverage
- Public policy and advocacy.
- Reducing complexity to manage risk
- Empowering business through connections, knowledge and expertise.

Let the NSW Business Chamber team be an extension of your business so you can concentrate on what you do best – growing your business. For more information: [nswbusinesschamber.com.au](http://nswbusinesschamber.com.au)

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The information in this brochure is current as at April 2016.

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