

,CHEL ABRAMSON & ASSOCIATES
smoking weight career guidance
CENTRE FOR CAREER DEVELOPMENT & ERICKSONIAN HYPNOSIS

Membership of Rachel Abramson & Associates includes calendar year subscriptions to CQ® and HQ®, library borrowing privileges, as well as entry into the **SEMINARS OF THE FUTURE®** and the **PROFESSIONAL PRACTICE PROGRAM**.

Membership for the 2010 calendar year is \$55, and includes 10% GST. To take out, or renew, your membership of Rachel Abramson & Associates, complete the Membership Form below, indicating the seminars you would like to attend, and remit with your cheque/money order for \$55 to the address below. Please make your cheques out to Rachel Abramson. Your Tax Invoice/Membership receipt, plus confirmation of seminar-dates will be sent by return mail.

Our Motto: Be proactive — Take charge of your career — Look after your health.

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Membership Form

Name: _____
 Address: _____
 Suburb: _____ Postcode: _____
 Phone Number: _____ (wk) _____ (hm)
 Mobile: _____ Fax: _____
 e-mail: _____ Web Address: _____

I would like to attend the following Monday 6.00-7.30 pm **PROFESSIONAL PRACTICE PROGRAM**. Seminars (Year 1)

- | | |
|--|--|
| <input type="checkbox"/> 1 st March PP1 Setting Up Your Practice: What You Need to Know | <input type="checkbox"/> 2 nd Aug. PP6 Marketing Your Practice: Your 'Product' |
| <input type="checkbox"/> 5 th April PP2 Handling the Paperwork, Including the GST | <input type="checkbox"/> 6 th Sept. PP7 Marketing Your Practice: Promotion Strategies that Work |
| <input type="checkbox"/> 3 rd May PP3 Processes and Procedures that Work | <input type="checkbox"/> 4 th Oct. PP8 Marketing Your Practice: Getting Your Image Right |
| <input type="checkbox"/> 7 th June PP4 Determining Your Price and Fee Setting | <input type="checkbox"/> 1 st Nov. PP9 Marketing Your Practice: Alternate Places for Your Product |
| <input type="checkbox"/> 5 th July PP5 Budgets and Cash Flows | <input type="checkbox"/> 6 th Dec. PP10 Marketing Your Practice: Databases for Your Practice |

I would like to attend the following Monday 8.00-9.30 pm **PROFESSIONAL PRACTICE PROGRAM**. Seminars (Year 2)

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|--|--|
| <input type="checkbox"/> 1 st March PP11 Databases and How to Make them Work for You | <input type="checkbox"/> 6 th Sept PP17 Entrepreneurial Spirit: Managing Partners, Other Entrepreneurs and Venture Capitalists |
| <input type="checkbox"/> 5 th April PP12 Websites and Marketing for the New Millennium | <input type="checkbox"/> 4 th Oct PP18 Security Issues: Your Self, Your 'Product', Your I.P., Your Staff |
| <input type="checkbox"/> 3 rd May PP13 Entrepreneurial Spirit: Qualities of an Entrepreneur and How to Develop it | <input type="checkbox"/> 1 st Nov PP19 Growing Your Business as a Saleable Asset: Harvesting Your Business' Worth and Exit Strategies |
| <input type="checkbox"/> 7 th June PP14 Entrepreneurial Spirit: Identifying Opportunities | <input type="checkbox"/> 6 th Dec PP20 Going Global: Issues to Consider |
| <input type="checkbox"/> 5 th July PP15 Entrepreneurial Spirit: Evaluating Opportunities | |
| <input type="checkbox"/> 2 nd Aug PP16 Entrepreneurial Spirit: Developing Your Business Strategy | |

I would like to attend the following Wednesday 7.00-9.00 pm Seminars:

SEMINARS OF THE FUTURE™ SERIES

- 3rd March Managing Your Career Entrepreneurially
- 5th May The Right Image for Career Success - CV, Interview, Job
- 7th July Getting Past the Brick Wall in Your Career
- 1st Sept Career Networking
- 3rd Nov Wealth Creation: Strategies from Rachel's Research

PROFESSIONAL PRACTICE PROGRAM (Year *)

- 7th April PP*1 Business Planning
- 2nd June PP*2 Negotiating the Deal
- 4th Aug PP*3 Financing the Deal
- 6th Oct PP*4 Marketing with Confidence
- 1st Dec PP*5 Liaising with the Media

NB: All seminars are held in our Hawthorn training room.
 Graduation day will be held on Saturday 11th December 2010, 10.00 am - 12.00 pm.