



Volume 2 – Issue 1 - 2003

E BANC TRADER (Sydney Edition)

Trading Alternatives for Business for Lifestyle for You

Rough start to the year

Welcome to another Sydney E Banc Trader Newsletter on-line.

A lot has happened already this year. Devastating bush fires. The drought, which has also devastated our rural areas in such a big way, ruining many country family livelihoods, as well as reducing the Government's coffers of reserve money. We are still not out of the woods yet, with little of our rain reaching the inner rural areas where it is most needed, even though we in the city and suburbs are inundated.

The War in Iraq went pretty much to plan and followed the path we all hoped it would. But will they ever find Saddam Hussein?

On a more positive side, there have been a lot of new businesses that have joined our rapidly growing E Banc Trade group.

This issue contains some information on our new licensees, together with some quarter-page ads for several of our new members.

TradeBanc Sale Benefits E Banc Trade Members

Another newsworthy event has been the recent sale of TradeBanc Exchange Pty Ltd to BBX in February of this year. E Banc is pleased to inform our members that over the past couple of months we have appointed several new licensees in various areas, some of who are ex-TradeBanc Exchange licenses.

Among these are:

New Licensees.

Mike Hancock for **Newcastle** and the **Central Coast** Areas.

Tel: (02) 4962 1650 – Mob: 0412 216 037 – Email: newcastle@ebanctrade.com

Mark Mallinson for the **Wollongong - South** Area

Tel: (02) 4226 2882 – Mob: 0418 975 224 - Email: wollongong@ebanctrade.com

Kevin McNelis & Joe Dovolil – for **Sydney Outer West** area. Email:

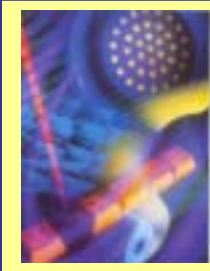
sydwest@ebanctrade.com

Tel: (02) 4625 6364 – K. Mob: 0413 949 595 – J. Mob: 0403 070 021 – (02) 9594 1707

Members are encouraged to call their Area Licensees with any questions you may have, or to ask for advice or assistance in regard to anything related to E Banc Trade and our systems and practices.

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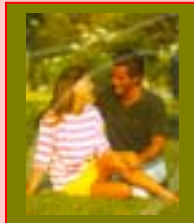


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E Banc Benefits

There are many ways for our members to benefit from E Banc Trade memberships which can ultimately offer us an **improved and more comfortable Lifestyle**, i.e. Utilising our various forms of **FREE** advertising. Namely, E Banc Trade’s Web site listing, plus the E Banc Trader and Classifieds sections. The hardcopy of E Banc Trade’s Membership Directory. Periodic advertising in the Newsletters from both Queensland and NSW. Use of the Queensland and Victorian **Retail/Warehouses** for disposal of slow moving, or old superseded stock. The sale of **surplus stocks** through these same outlets, plus many other benefits. (**Note:** Sydney will have its very own retail/warehouse established within the next two months).

Rental Investment Properties. (Getting started):

New South Wales Area via our Sydney E Banc Head Office at Seven Hills is now providing ‘easier paths to commence investing’ for those among us who are constantly battling just to get started in real estate investing. Through diversifying our products and financing opportunities, it is possible for **almost anyone** to get started on the path to creating and building their own investment portfolio,

acquiring their own **'Income earning properties for Life'** through the guidance of our experienced and knowledgeable staff. For those having difficulty in getting started or raising the deposit, we are able to help you. Why not give **Lynne McDowell** or **Graham Valentine** a call?

They say 'ROME was not built in a day'. That's also true of real estate investments. It grows at the rate of your own dedication and available funds. However, our staff have years of industry experience, fact-finding, property sourcing, cutting through red tape and delivering the right product into the right hands, all for no extra cost to our members.

Our Sydney Membership Coordinator, Graham Valentine has now created easy to understand PowerPoint presentations on such topic as **'An Overview' on E Banc Trade**, and **How to convert your Trade dollars into CASH!** **Small private presentations** can be conducted by appointment with Graham in Sydney and suburbs for those active members who prefer to call several potential new members together to one venue for a **group** presentation. Contact Graham at the Seven Hills office to find out more. **(02) 9831 7363.**

With the power of **visual** presentations members and prospective members will be surprised when they realise just how easy getting started in investing can be. We will show you how, over several years you can grow from simply getting started, to fully owning your own investment home, or a holiday home, or a duplex property to assist your children while they save for their own first home.



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2003 Trades Information Night

Recently we held our first 'trades information evening' in New Home Group's Training room at Seven Hills, Sydney. Both existing and prospective member trade people and trade suppliers were invited to attend. Several local interested members were also invited to attend in order to have some experienced members to offer testimonials concerning E Banc Trade, lending weight to the evening, which went off very well with four presenter/speakers giving short addresses on their particular businesses. These were:

Alfred Gangemi, Construction & Project Manager for Davis Homes. Alfred gave an overview on where Davis Homes are heading from 2003 forward, outlining the fact that he is seeking new trades people who are quality workers, offering competitive prices with a view to forming mutually beneficial working relationships, long-term into the future.

Roland Amir head of the New Home Group of companies, gave those attending an insight into New Home Group's growth and expansion plans for 2003, endorsing how mutually beneficial good working relationships can be if all parties are focused in the same direction. New Home Group has very high expectations for a successful year

Graham Valentine, NSW Membership Coordinator for E Banc Trade gave an easy to follow visual PowerPoint presentation on how any tradesmen can turn E Banc Trade to their own benefit, both in business and socially, extolling the many benefits to be gained from E Banc Trade's low lifetime membership fee and growing data base of members.

Darryl Frost, E Banc Trade National Operations Manager gave an expanded talk on the history and the rapid, successful, growth of E Banc Trade as an Australian and now international business facilitator, since its inception three short years ago.

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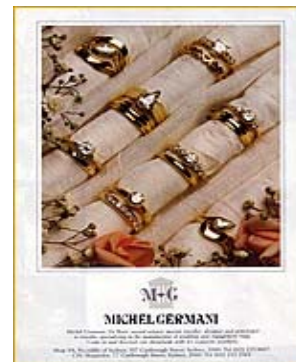
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We welcome internationally renowned *'Germani' Jewellery to E Banc Trade*

It gives us great pleasure to inform all E Banc Trade members that **Germani Jewellery** has recently joined E Banc Trade and is offering their exclusive range of exquisite jewellery to members, with a generous trade component included on all of their range on a piece-by-piece basis. Their magnificent jewellery range attracts clientele from around the world.

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May Sydney Breakfast Meeting

Tuesday May 13, 2003 was our most recent E Banc members' breakfast meeting, offering the opportunity new members and new licensees the chance to meet in comfortable surroundings with a view to forging new relationships. Sixteen of the twenty confirmed for the breakfast arrived and considering the torrential rain of that morning, it was a good turnout. ***Sutherland Shire was later that day declared a disaster area!***

Everyone enjoyed a terrific hot English breakfast with liberal portions of very tasty scrambled eggs, breakfast sausages, heaps of tasty bacon and grilled tomatoes, plus tea, coffee, orange juice and toast. Member **Paul Riegler** at the **La Dolce Vita Italian Restaurant at Lugarno** was the perfect host. Always attentive, Paul and his staff spoilt us with beautifully laid out tables, complemented with soft background music to allow a comfortable level of conversation. (See ad this issue)

Breakfast meeting and social occasions are all aimed at furthering the relationships between members and offering the chance for each member to further promote their own business to other members. These occasions do offer very positive opportunities to all those attending, however we seem to average only fifteen to twenty attendees on any one occasion for a variety of reasons.

Master Licensee Lynne McDowell, ***would like to invite member's suggestions*** with regard to the time, day, and style of get togethers you, our members, would like to see and attend?

Some suggestions received so far are:

1/ Continue with **morning breakfast** meetings every few weeks, enabling us to then get on to work.

2/ **Friday evening** business/social evenings to include business & dinner/drinks at end of day

3/ **Saturday evening** function to which we can bring our partners if we wish. This would be for a brief business meeting, followed by a social evening for all.

We are open to your suggestions, which will be appreciated, with the majority vote being adopted on a trial basis. We will keep you posted on the input, but please note that we **NEED** you to communicate your thoughts on this please, in order for your wishes to be implemented. Address your suggestions by email to the address at the head of this newsletter, attention Lynne or Graham. Many thanks.

MEMBERS GOLF DAY

We would like to arrange an E Banc Members **Open Golf Day** sometime in **September 2003**. Your expressions of interest and support from you are sought, together with any other suggestions on the type of **social outing** which may appeal to you as members. i.e. Harbour Cruises, Dinner and a Show, Dinner and Dancing? Please send us your requests or views on this idea.



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There are still some copies of the video made of the first Sydney trade show evening available.

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