



New South Wales Government

Hon Steve Whan MP  
Minister for Emergency Services  
Minister for Small Business

---

## **SELLING WORKSHOP FOR HAY BUSINESSWOMEN**

**12 August, 2009**

Businesswomen in Hay can learn how to get customers to say 'Yes' at a workshop being run by the NSW Government on 12 August, the NSW Minister for Small Business Steve Whan said today.

"In the last three years, over 130 women have participated in Women in Business Growth Strategy Workshops in the Riverina region," Minister Whan said.

"These workshops have been developed for women who own and manage a small business.

"They provide women business owners with practical and interactive ideas to help grow their business.

"They add to the skills development which is offered through the Women in Business Mentor and Regional programs.

"The workshop in Hay is the latest in a number of programs the Rees Government has run in the area to help support women who are managing small businesses.

"Women are a driving force in the small business sector, making up at least 30 per cent of all operators.

"But one of the major challenges in growing their business is trying to find a way through a business maze.

"Karen Andrews of Shine Solutions will show the businesswomen of Hay how to negotiate with their customers to say 'Yes'."

"It will provide an opportunity for Hay's businesswomen to ask the right questions when selling, which may affect their business.

"The workshop will add to the skills development experience offered through the New South Wales Government's Women in Business programs," Mr Whan said.

The workshop will be held at the Hay Services Club, 371 Murray St. Hay, starting at 10.30 am. To register ring Sarah or Gaylene on 02 6993 2112.

For further information on programs and services for women in business, visit the NSW Department of State and Regional Development's website at [www.smallbiz.nsw.gov.au/events](http://www.smallbiz.nsw.gov.au/events)