



# The CBN Growth Project

Is your business growing the way you want it to?

Many of our network members find themselves asking "how do I grow my business" and may find it difficult to focus on ways to achieve this.

The CBN Growth Project is here to help!

As a part of our project we are engaging with our top performing authorised brokers & discovering what is creating the growth in their business. We are doing this by finding commonalities, proven processes & insights that we can share amongst our network to assist all our authorised brokers to grow and succeed in their business.

The CBN Growth Project is the brainchild of our CEO Richard Crawford – he and our Distribution team are passionate about identifying and sharing ideas that will help our network to grow.

*"In any business, and ours, **growing is essential to future success**. Growing means customers are continuing to choose our business over others, we are still relevant and valuable. Growing means fresh ideas, fresh thinking and as we grow, so does our success. A lot is written about business growth. We decided to put the books aside and go and have a look for ourselves; a look around our network and a conversation with those who have strong growth and see what valuable lessons we could learn to share with the rest of the network. We have only just started this process of discovery, but I am sure, in amongst the findings, there will be some great tips that you can put to work." – **Richard Crawford, CEO, Community Broker Network***

Keep an eye out on your inbox in the new year as we will be sending out short videos, podcasts and articles to help provide you "how to" growth initiatives & recommendations that you may wish to introduce &/or utilise in your business.

If you have any queries or would like to know more about the CBN Growth Project please contact Lorinda Webster-Brooking, National Development Manager – Distribution at [lorinda.webster-brooking@cbnet.com.au](mailto:lorinda.webster-brooking@cbnet.com.au) or 0477 933 355.