# **Is your business growing the way you want it to?**

# Introducing the Growth Project

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.

This where The CBN Growth Project comes in!

As part of our project we engaged with some of our top performing authorised brokers to discover what is creating the growth in their business. We have identified commonalities, proven processes and insights that we would like to share with the network to assist all our authorised brokers to grow and succeed in their business. The CBN Growth Project is 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***

As part of the Growth Project, we will be sending out short videos, webinars and articles to help provide you with “how to” growth ideas and 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.