Business

'Swallow the frog' talk

By TONY RAGGATT

IMAGINE if the first thing you had to do each morning was swallow a slimy, live, squirming frog.

There's no doubt everything else on your day's agenda would look pretty appealing.

Eat that Frog is one of the proactive philosophies that will be presented to Townsville's business community during the Business Network International (BNI) 2009 Australasian Conference to be staged in the city for the first time next month.

The conference is drawing business people from as far as America and England but is also attracting high calibre international speakers who will educate local audiences on topics as varied as essential networking strategies, managing life to get more time and growing your business.

Wealth Empowerment Institute CEO and Brian Tracy International master trainer Mark Garbelotto has been travelling the country talking to everyone from defence force personnel to mining workers about how to become more productive and stop procrastinating – basically, eating that frog.

"When you go to work in the morning most people will do everything they can to avoid doing the hardest and most unattractive task of the day – they leave that ugly frog task to the very end, even though it's probably the most productive," Mr Garbelotto said.

"But if they just swallowed that frog early, the most valuable work is already done and everything else that needs addressing over the course of the day looks far more appealing."

Mr Garbelotto will be joined by Dr Ivan Misner, the US founder and chairman of BNI.

The father of modern networking, Dr Misner is one of the world's leading experts in business networking and referral marketing.

Another presenter Referral Institute president, international speaker and author Mike Macedonio will discuss the art of generating business referrals cost efficiently and time effectively.

BNI North Queensland regional director Bernie Hock said it was rare that Townsville had access to such a talented range of national and international speakers.

The seminars will be held on July 17 from 8.30am to 2.30pm at Rydges Southbank and are open to anyone. Email lance.gane@bni.com.au for an event booking form.

Mark Garbelotto

Industrial

Year High	Year Low	Company Name	Last Sale	Move	Bid	Ask	Yield	P/E Ratio
1.334	.147	Abacus stpld	.37	+.02	.365	.37	28.38	-
9.55	4.57	ABB Grain	9.30	+.08	9.28	9.31	2.58	90
1.69	.90	Aberdeen	1.20	-.02	1.20	1.28	7.50	-
1.41	.38	Acrux	1.165	+.01	1.165	1.175	-	-
.089	.016	Acuvax	.03	-.01	.03	.045	-	-
.47	.25	Adacel	.47	+.01	.475	.48	-	8
.485	.165	AdcorpAus	.25	+.01	.25	.26	14.00	4
3.92	1.445	AdelBrtn	2.24	+.02	2.22	2.24	6.70	10
3.80	1.65	Adtrans	2.20	-	2.15	3.20	8.86	6
.40	.15	AdvanShar	.22	-	.22	.30	11.36	20
.026	.005	AdvBrakin	.015	-	.014	.016	-	-
.09	.032	AdvEnergy	.04	+.01	.033	.04	-	67
.21	.05	Aeris Env	.15	-.01	.15	.17	-	-
1.96	.545	Aevum	.965	-.01	.95	.965	6.74	39
15.84	12.14	AGLEnergy	13.33	-	13.32	13.34	3.98	3
.28	.13	AgriLandT ordun	.15	-	.13	.19	23.00	94
2.37	1.295	AHC	2.35	-	.91	2.45	2.13	8
2.25	.42	AHG	1.33	-.03	1.33	1.35	10.53	-
.155	.04	Ainsworth	.065	-.01	.065	.075	-	-
.85	.50	ucn11	.70	-	.62	.70	14.86	-
3.24	.575	AInvTrust ordun	1.075	+.04	1.05	1.075	6.05	-
1.03	.55	Air NZ	.73	+.01	.715	.74	7.22	8
7.00	2.03	AJ Lucas	2.81	+.01	2.81	2.82	3.38	1
.445	.095	Alchemia	.355	-.01	.35	.355	-	-
3.15	1.65	AleGroup stpld	2.35	-.14	2.30	2.46	13.55	-
94.00	81.00	ufm	91.85	-	91.50	91.85	7.90	-
7.96	.60	Alesco	3.20	+.01	3.20	3.21	11.25	7
.49	.10	AllBrands	.16	-	.15	.16	6.25	3
.125	.001	opt10	.001	-	-	-	-	-
2.75	1.39	AllcoEqui	2.62	+.02	2.62	2.71	3.82	22
.70	.335	Altium	.34	-	.33	.40	5.88	103
5.05	3.81	AmalgHld	4.30	-	4.22	4.28	6.98	8
.049	.002	AmazingLo	.003	-	.002	.004	-	-

Year High	Year Low	Company Name	Last Sale	Move	Bid	Ask	Yield	P/E Ratio
.085	.02	Benitec	.027	-	.025	.027	-	-
.02	.005	opt14	.02	-	.005	.02	-	-
.041	.002	opt11	.004	-	.004	.01	-	-
.32	.20	Bentley	.275	-	.275	.28	-	-
.90	.50	BeyondInt	.605	-	.55	.70	8.26	7
.06	.018	BeyondSpo	.03	-	.034	.035	-	2
13.52	5.815	Billabong	8.37	+.28	8.36	8.38	6.63	10
.155	.065	Biodiem	.10	-	.09	.099	-	-
.37	.175	Bionomics	.24	-	.225	.24	-	-
.031	.011	Bioprospt	.017	-	.016	.017	-	-
.006	.004	opt10	.005	-	.001	.005	-	-
1.79	.29	Biota	1.27	+.09	1.24	1.27	-	-
.21	.075	BiotechCp	.16	-	.16	.17	-	-
.17	.061	Biotron	.085	-	.081	.085	-	-
.73	.15	Bisalloy	.155	-.01	.155	.17	-	-
19.30	10.77	Blackmore	16.20	-.05	16.20	16.37	5.56	14
.15	.011	Bluefrway	.039	-	.039	.04	-	-
9.387	1.675	Bluescope	2.48	+.02	2.47	2.48	12.90	2
.515	.12	Bluglass	.25	+.02	.245	.26	-	-
.045	.029	BMDI Tuta	.04	-	.035	.049	-	-
2.29	.067	BoartLong	.215	+.01	.21	.215	13.35	1
.30	.10	BoneMedic	.20	-	.185	.24	-	-
1.26	.305	BoomLog	.32	-	.32	.33	3.13	3
6.95	2.29	Boral	3.93	-.03	3.93	3.94	6.23	12
-	-	BoralBsk bask	-	-	9.16	9.185	-	-
11.39	.945	Bradken	3.80	+.01	3.79	3.80	8.42	6
.395	.185	BrainRes	.27	-	.26	.27	-	10
8.95	4.08	Brambles	5.69	-.01	5.69	5.70	6.15	12
.245	.035	Brandrill	.039	-	.038	.039	-	2
1.39	.14	Bravura	.15	+.01	.145	.15	4.00	6
.03	.01	BremerPrk	.01	-	.01	.02	-	-
.90	.23	ucn10	.23	-	.13	.23	22.78	-
1.42	.465	Breville	.90	-	.90	.92	6.67	8

Year High	Year Low	Company Name	Last Sale	Move	Bid	Ask	Yield	P/E Ratio
.52	.076	CMACorp	.083	-	.083	.087	6.02	-
1.10	.26	CMI	.32	-	.33	.39	-	-
.935	.281	cvprf	.32	-	.32	.34	-	-
.40	.13	CO2Group	.17	-.01	.17	.185	-	11
.28	.06	opt11	.078	-	.077	.10	-	-
60.99	42.80	Cochlear	55.93	-.21	55.77	55.94	2.86	24
.80	.47	Codan	.64	+.01	.615	.64	10.16	34
2.84	1.22	CoffeyInt	1.825	-	1.825	1.94	9.59	10
.275	.063	Cogstate	.24	-.03	.24	.255	-	13
.66	.31	CollHouse	.47	-.01	.47	.495	14.89	7
.54	.39	Colorpak	.40	-	.39	.44	7.50	5
.18	.05	Comops	.07	-	.064	.07	-	3
10.00	6.11	Compshare	8.55	-.07	8.55	8.59	2.57	15
.185	.105	Compumed	.145	+.01	.15	.155	-	16
1.044	.255	Concteast stpld	.31	-.01	.31	.315	20.16	-
3.48	1.655	ConsMedia	2.23	-.06	2.22	2.23	7.40	4
2.77	1.30	Constell cdi	1.30	-	1.30	1.50	-	-
.54	.25	Contango	.36	-.01	.36	.37	5.56	-
1.25	.44	ContangoM	.83	+.03	.80	.83	4.82	-
1.30	.12	Cootelnd	.235	-	.235	.245	21.28	2
.40	.20	Cordlife	.37	+.03	.36	.39	-	9
.39	.06	Coretrack	.235	-.05	.225	.235	-	-
.135	.013	opt10	.056	-	.035	.085	-	-
5.89	2.60	CorpExp	3.56	-.03	3.55	3.56	7.44	10
.066	.01	Corum Grp	.056	-	.056	.057	-	-
1.10	.53	Costaexch	.53	-	.57	.88	-	9
.185	.048	Cougar	.096	-	.096	.098	-	-
2.02	.73	Count Fin	1.51	-.01	1.51	1.54	6.62	23
3.75	3.10	CountryRd	3.10	-	3.25	-	3.29	15
2.21	.60	Coventry	.965	+.01	.965	.975	-	6
.305	.14	CPI Group	.14	-	.14	.16	7.14	5
.85	.27	CPTGlobal	.51	-	.52	.55	8.33	14
14.50	6.32	CraneGrp	9.68	-.32	9.86	9.89	7.19	12

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.205	.01	Facilitat	.063	-	.065	.09	-	-
2.968	.795	Fairfax	1.165	-.02	1.165	1.17	10.30	-
91.00	48.001	stpld	62.00	-.65	60.50	62.00	13.18	-
3.03	1.57	Fantastic	2.92	+.01	2.92	3.00	3.49	20
.30	.20	FarmPride	.265	-	.205	.265	-	4
.975	.525	FatProphe	.70	-.04	.69	.74	3.93	-
.69	.095	Fermiscan	.099	-	.098	.099	-	-
4.50	2.30	FFI	2.68	-	2.10	2.68	6.72	6
2.49	.94	Fiducian	1.38	-.02	1.35	1.40	7.43	9
.80	.45	FinbarGrp	.74	-	.74	.80	8.11	13
.16	.05	Findlay	.07	-	.07	.075	-	-
.04	.016	Firstfoli	.031	-	.031	.032	-	-
1.22	.207	Fis&PayAp	.54	+.01	.53	.54	7.17	-
2.94	1.71	Fis&PayHc	2.31	+.05	2.28	2.35	4.42	23
4.99	.305	FKP Prop o/ust	.76	-	1.00	.625	23.29	-
1.144	.238	FlatGlass	.39	-	.32	.40	8.97	-
9.405	3.119	Fleetwood	5.70	-.03	5.67	5.70	4.39	8
6.50	3.90	FletchBld	5.12	-.01	5.12	5.15	7.51	8
.89	.206	FlexiGrp	.77	-.01	.765	.77	3.90	6
20.56	3.39	FlightCtr	8.43	-.08	8.40	8.43	6.82	8
1.054	.25	Fluorotec	.50	-	.47	.52	-	-
.85	.235	Folkestne	.31	-	.30	.31	11.29	9
.545	.14	ForestAus	.145	-	.14	.145	17.24	1
1.55	1.16	ForestPlc	1.16	-	-	1.45	-	4
.82	.15	Forge Grp	.46	-	.44	.47	-	4
6.17	4.28	Fosters	5.05	-.09	5.05	5.07	5.20	74
.80	.425	FoxInvest	.57	-.03	.57	.605	-	-
.53	.30	FreedomNP	.35	+.03	.35	.40	2.86	15
.43	.155	FSAGroup	.365	+.01	.365	.38	-	8
.65	.105	Funtastic	.145	+.01	.14	.145	-	-
.09	.011	GageRoads	.06	-	.056	.06	-	-
.225	.035	GalePac	.064	-	.061	.063	-	-
.425	.017	GalileoJT units	.049	-	.049	.055	81.63	-

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8.511	1.63	IncitecPV	2.46	+.13	2.45	2.46	6.78	5
.68	.24	IndiaFund	.50	-	.50	.51	-	-
.25	-	.25	.255	5.00	8			
.565	.089	Industrea	.25	-	.25	.255	5.00	8
-	-	Infchoice	.485	-	-	.485	-	-
1.70	.525	InfigenEn stpld	1.155	-.02	1.15	1.155	10.17	-
.425	.235	Infomedia	.295	-	.295	.30	7.12	8
.455	.015	ING RECLG stpld	.054	-	.05	.054	125.37	-
.93	.55	INGHealth units	.80	-	.70	.765	10.87	-
1.675	.063	INGIndust units	.245	+.03	.24	.245	40.00	-
1.416	.184	INGOffice stpld	.49	-	.48	.49	19.69	-
.666	.154	INGPriEq	.17	-.02	.17	.175	31.76	-
.72	.12	INGREEnt ordun	.145	-	.14	.145	18.97	-
.22	.105	Integ LH	.145	-	.15	.16	15.17	6
.455	.18	IntegRese	.28	-	.28	.295	10.71	10
.024	.004	Intermoco	.019	-	.019	.02	-	-
.07	-	.01	.07	-	-			
5.55	+.02	5.55	5.57	4.23	20			
3.96	+.01	3.96	3.98	3.79	10			
7.32	+.28	7.32	7.34	4.23	25			
.525	.35	Ironbark	.405	-	.405	.42	1.85	-
.17	-	.165	.18	-	77			
.776	.486	ISoft Grp	.65	+.01	.65	.655	-	18
.519	.145	ISS Group	.155	-	.15	.16	11.29	4
1.05	.50	ITX Group	.60	-	.55	.60	9.58	5
.14	.076	Jackgreen	.084	-.01	.084	.09	-	-
15.16	6.87	JB HI-FI	14.94	+.47	14.93	14.95	2.07	19
1.90	.55	Jetset	.77	+.02	.70	.76	12.99	5
5.79	2.88	JHardie cdi	4.17	+.02	4.16	4.17	2.00	31
1.08	.40	Joyce	.55	-	.41	.51	8.18	14
.62	.39	Jumbk Ent	.39	-	.39	.40	-	6
3.37	2.00	K&S Corp	2.20	-.09	2.07	2.27	6.82	8