BUSINESS LUNCH SPEECH

FOR

MICK DOVER

Hello everyone and welcome to the Quay! It’s such a pleasure to be able to share this afternoon of great fun, interesting and thought provoking speeches from our keynote speakers, and a delicious lunch. I just want to say that between you, me and the lamppost, for the sake of the fine people of Sidney and her surrounding areas, I hope there are no plumbing emergencies, because for the next few hours, wrenches will be placed at rest, forks will be our weapons of choice to tackle this savory meal, and spread the word: we’re all busy!! I also want to say that I am thrilled to have a chance to listen to our wonderful emcee, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and our special guests, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, both illustrious and award winning sportsmen, and it got me to wondering, how can we, as the professionals we are, relate our industry and professions to sports? And then it dawned on me…one way is to think of something I had read a couple of years ago…what man doesn’t love fast, shiny sports cars? Well, I had read that someone compared the sound emitted by a Bugatti Veyron to that of Victorian plumbing!!! Guess what? I’m sure most of us in here can coax our equipment to make those same noises and we’d charge A LOT less than $2 million!!! (**Wait for the laugh**). Thanks for those chuckles, but in all seriousness, the one thing we DO have in common is that together, we make a great team.

Someone once said, “Teamwork is better than isolation,” and I think the relationships we have with each other proves that out. Many of you may be independent contractors, but ultimately the vendor/client relationship forms a valuable alliance, and for the past several years, and especially through economic challenges that I’m sure we’ve all faced, I think that has become clear to each one of us. I really celebrate you for your appreciation of our products and services and for your support throughout the years. I definitely believe that trying times create new appreciation for people and businesses that might otherwise be taken for granted. I think crisis breeds humanity and consideration and I think that if we can weather the storms of the recent past **together**, each one of us can rest a little easier knowing that our network or “pipeline” is securely built and functioning, with ideas and leads flowing and ready and eager to facilitate information and connections at unprecedented magnitude. By being strategically placed throughout the industry and vicinity, and by being alert for the calls and cues from each other, together we form a strong and versatile network. As we field tips and calls from and for each other, our network allows us to pass valuable information and signals to support our mutual success. Although I’m sure that we’ve all learned some hard lessons during those recent “tests” of time and resources, and we tend to be more cautious than we have ever been before, the outlook for growth in the construction industry in Sydney is getting brighter and I truly believe we are all ready and prepared for some much needed success and prosperity. (**If you want to make a joke you can say**) Yes. I have to say it. It’s time that we **ALL** feel **FLUSH!!** (**Wait for the laugh**) And although we may seem to be the underdog when pitted against large public companies as our competition, I am confident that the personal relationships we have with each one of you and the flexibility we can demonstrate as part of a “human sized” company all work towards cementing our status in your eyes as the company to deal with. We care. We care about you and you know it.

Teamwork and sportsmanship is the name of the game and although some may think “I make this look easy,” I am part of a fantastic team as well and although I may not say as much on a regular basis, there are some people on whom I rely a great deal for their honesty, integrity, dedication and resilience. I would like to thank \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, (etc) (**Name the senior staff members you would like to** **acknowledge**).

There is a saying that teaches us, “I am part of all that I have met.” I have to say to everyone in this room that I am proud and thankful that each one of you has chosen us to be a part of you and your team. As I have said, I am proud of my team and they are equally as gratified to be able to serve you and your needs. I wish each one of you much success in the future and may we all share health, prosperity and happiness!! Thank you all and enjoy!