

NZBUSINESS MAGAZINE BUSINESS OWNER SCHOLARSHIP



NZBusiness is pleased to offer a scholarship for Owner Managers with significant growth aspirations for their businesses. *NZBusiness* is a well-established business magazine, developed specifically for business owners, operators and managers. It is produced by a team who understands the needs and challenges of New Zealand businesses. This *NZBusiness* Owner Manager scholarship will fund \$7,500 (50%) towards tuition costs for the award-winning ICEHOUSE Owner Manager Programme. Two programmes are run each year. One scholarship is available for each programme. For full details of the programme see the attached brochure or visit www.theicehouse.co.nz/owner-managed.

NZBusiness is looking for business owners who are ready to take their business to the next level.

VALUE OF SCHOLARSHIP

- NZD\$7,500
- The 2010 scholarship must be taken at the Programme specified in the Award letter
- The scholarship will be paid directly to The ICEHOUSE

SELECTION PROCESS

1. Application by form is made to *NZBusiness* by the stated due date
2. A Selection Committee (including Glenn Baker, *NZBusiness* and Liz Wotherspoon, The ICEHOUSE) assesses the applications
3. Short listed candidates may be asked to attend an interview with the Selection Committee
4. The Scholarship is awarded by *NZBusiness* on the recommendation of the Selection Committee

SELECTION CRITERIA

Applications are sought from ambitious New Zealand Owner Managers whose companies are registered in New Zealand and who can demonstrate that they have:

- A significant equity stake in their current business
- Management control of their business
- Significant revenue (preferably over NZD\$2million)
- Demonstrated plans for growth and expansion
- Demonstrated a willingness to learn and develop personally

www.theicehouse.co.nz/ownermanaged

www.nzbusiness.co.nz

Hear what Owner Manager Programme Graduates have to say about the programme...



Geoff Thomson,
Distinction Hotels, Tourism Adventures Ltd,
OMP 17
www.distinctionhotels.co.nz

I am 50 years of age enjoying a passion for business and property with a desire to grow.

In early 2008, my banker recommended the Icehouse programme as an option and with some hesitation I enrolled on OMP 17. What a business and life changing experience, it was great.

I now have two extra companies and my pathway forward is clear and achievable thanks to the Icehouse. As owner managers we often train our staff but overlook the benefit of further educating ourselves.



Lesley Going,
Peninsula Medical Centre Ltd, OMP 7

Through the talent of the teaching staff, The Icehouse has developed a complete course which is evidence-based and presenting the latest findings yet also presenting at a level that we at the coal-face find relevant and can implement. Each one of us emerged from the programme having found something significant to take with us back to our business and for our own personal development as business owners.



Miranda Smith,
Miranda Smith Homecare, OMP 19
www.mshomecare.co.nz

I have loved every moment of the Icehouse programme from the people I met to the amazing facilitators and the accomplished speakers. Every programme I came away saturated with new knowledge, confidence and most importantly totally inspired. I have grown as an owner, leader and as a person. They remind you to enjoy every aspect of your business and personal life; things that you tend to lose sight of as your business grows. It will change your goal of buying "the bach, the boat and beemer" to buying "the island, the launch and helipad".

Bernie Crosby,
Pro Life Foods Ltd, OMP 5
www.prolife.co.nz

I attended OMP 5 in 2003 and while at the course we were advised by a major client that they were not going to continue to use our products. Accordingly, a third of our business vaporised and was reduced to \$25m. The Icehouse gave me the confidence, belief, commercial tools and best practice knowledge. Rather than make people redundant, we ignited our organisation into growing the business. Not only did we replace the lost turnover, but spread our risk, increased the value and depth of our offer and developed a more robust management, process and systems based organisation. People were enabled and engaged with a share of the upside to take us to new levels.

Here we are six years on with turnover of 3x greater (at the \$80m band). Icehouse enabled me to be objective and able to define commercial risk to a more pragmatic degree and to put the business as a major component of the Crosby lives into perspective. Accordingly I have migrated from hands in to appointing a CEO, a wonderful Board with external directors with my primary focus on tactical, strategic enterprise value gain and relationships.