

# NEW ZEALAND NEW THINKING EXPORT BREAKFAST



Friday 23rd March 2007, 7:15am

## Turning Ideas into Businesses

Presented by: **Scott Gilmour, NZTE Beachheads Advisory Board**

Thinking of establishing an export business? Already exporting? Wanting to learn from someone who has "been there and done that"? Then spend a few hours of your morning on 23 March listening to one of New Zealand's leading entrepreneurs share his experiences!

Born in Wellington but raised in Invercargill, Scott Gilmour has a Commerce Degree from Otago University (majoring in Management and Marketing) and an MBA from The University of Oregon. After 3 years in computer sales with Burroughs Ltd in NZ, Scott moved to the USA to work for NCR Corporation in various sales and sales management roles. Scott joined Intel Corporation in 1989 and spent almost 12 years there, initially in product/channel/sales management roles, then 4 years as General Manager for Intel NZ.

Scott's first entrepreneurial experience in 1989 was as co-founder of ABC Technologies Inc, a software company in Portland, Oregon. Scott was Chairman of the Board for 8 years and served as a director on return to NZ in 1997. He was directly involved in all stages of the company's growth from the business plan and capital raising through to the final sale of the company in 2002 to SAS.

Scott is a member of the New Zealand Beachheads Advisory Board. The NZTE Beachheads Programme accelerates the growth of New Zealand companies by linking them into global connections and supporting them to establish and expand their operations internationally. A critical element of the programme is the experienced business people such as Scott, in NZ, UK and USA who mentor the New Zealand companies as they go through the internationalisation stages.

Scott has also been involved in a number of other interesting business and investment activities which will be outlined at the Breakfast.

Perhaps one of the most interesting activities is Scott's involvement with the 'I Have a Dream' Charitable Trust. The programme which originated in the US, was brought to New Zealand by Scott. In 2003 the Trust "adopted" the entire Year 4 Class at Wesley Primary School, Mt Roskill, Auckland, a Decile 1 School. The Trust will provide mentoring, tutoring and enrichment for 53 children through to 2012 when they will graduate from Year 13. It will then pay for their course fees to attend any NZQA approved tertiary institution.

### BREAKFAST DETAILS

**When:** 7.15am – 9.00am, Friday 23rd March 2007  
**Where:** White Heron, 375 Tweed Street, Invercargill  
**Cost:** \$25.00 per person (non refundable)  
**Register by:** Friday 16<sup>th</sup> March 2007  
**To Register:** Complete the registration form on the next page

In association with



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## REGISTRATION FORM

**When:** 7.15am – 9.00am, Friday 23rd March 2007  
**Where:** White Heron, 375 Tweed Street, Invercargill  
**Cost:** \$25.00 incl GST per person (non refundable)

**Names:** .....

.....

**Company:** .....

**Address:** .....

**Contact Details:**      **Name:** .....

**Phone:** .....

**Email:** .....

**Fax:** .....

**Payment by:**       Visa     Mastercard     AMEX     Southland COC Account

**Card no:** .....

**Expiry date:** .....

**Name on card:** .....

**Signature:** .....

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**Register by:** Friday 16<sup>th</sup> March 2007 to guarantee your place (seats are limited)  
**To register:** Send an email to [registrations@exportnewzealand.org.nz](mailto:registrations@exportnewzealand.org.nz) with your name, company details and payment details, or fax this form to 09 3099031.  
**Enquiries:** Call Carolyne Hughes on 09 309 9030

GST #82 356 797      This registration form constitutes a GST invoice

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