

Epstein a massage". She claims she was taken to his mansion, where he exposed himself and had sexual intercourse with her, and paid her \$200 immediately afterward.<sup>[106]</sup>

*Perversion of Justice, Miami Herald, November 30, 2018.*

A similar \$50-million suit was filed in March 2008, by a different woman, who was represented by the same lawyer.<sup>[129]</sup> These and several similar lawsuits were dismissed.<sup>[130]</sup>

All other lawsuits have been settled by Epstein out of court.<sup>[131]</sup> Epstein made many out-of-court settlements with alleged victims.<sup>[130]</sup>

**Victims' rights: *Jane Does v. United States (2014)***

\* SEXUAL ABUSE RING \*  
PROMINENT POSITIONS

A December 30, 2014, federal civil suit was filed in Florida by Jane Doe 1 (Courtney Wild) and Jane Doe 2 against the United States for violations of the Crime Victims' Rights Act by the U.S. Department of Justice's NPA with Epstein and his limited 2008 state plea. There was a later unsuccessful effort to add Virginia Roberts (Jane Doe 3) and another woman (Jane Doe 4) as plaintiffs to that case.<sup>[132]</sup> The addition accused Alan Dershowitz of sexually abusing a minor, Jane Doe 3, provided by Epstein.<sup>[133]</sup> The allegations against Dershowitz were stricken by the judge and eliminated from the case because he said they were outside the intent of the suit to re-open the plea agreement.<sup>[134][135]</sup> A document filed in court alleges that Epstein ran a "sexual abuse ring", and lent underage girls to "prominent American politicians, powerful business executives, foreign presidents, a well-known prime minister, and other world leaders".<sup>[136]</sup>

This long-running lawsuit is pending in federal court, aimed at vacating the federal plea agreement on the grounds that it violated victims' rights.<sup>[137]</sup> On April 7, 2015, Judge Kenneth Marra ruled that the allegations made by alleged victim Virginia Roberts against Prince Andrew had no bearing on the lawsuit by alleged victims seeking to reopen Epstein's non-prosecution plea agreement with the federal government; the judge ordered that allegation to be struck from the record.<sup>[134]</sup> Judge Marra made no ruling as to whether claims by Roberts are true or false. Though he did not allow Jane Does 3 and 4 to join the suit, Marra specifically said that Roberts may later give evidence when the case comes to court.<sup>[138]</sup>

On February 21, 2019, in the case of *Two Jane Does v. United States*, Senior Judge of the U.S. District Court for the Southern District of Florida Kenneth Marra said federal prosecutors violated the law by failing to notify victims before they allowed him to plead guilty to only the two Florida offenses. The judge left open what the possible remedy could be.<sup>[139]</sup>

### ***Virginia Giuffre v. Epstein (2015)***

In a December 2014 Florida court filing by Bradley Edwards and Paul G. Cassell meant for inclusion in the Crime Victims Rights Act lawsuit,<sup>[140]</sup> Virginia Giuffre (then known as Virginia Roberts), alleged in a sworn affidavit that at age 17, she had been sexually trafficked by Epstein and Ghislaine Maxwell for their own use and for use by several others, including Prince Andrew<sup>[141]</sup> and retired Harvard Law professor Alan Dershowitz.<sup>[8][142]</sup> Giuffre also claimed that Epstein, Maxwell and others had physically and sexually abused her.<sup>[143]</sup> She alleged that the FBI may have been involved in a cover-up.<sup>[144]</sup> She said she had served as Epstein's sex slave from 1999 to 2002, and had recruited other underage girls.<sup>[145]</sup> Prince Andrew, Epstein, and Dershowitz all denied having had sex with Giuffre. Dershowitz took legal action over the allegations.<sup>[146][147][148]</sup> Giuffre filed a defamation suit against Dershowitz,

### **External video**

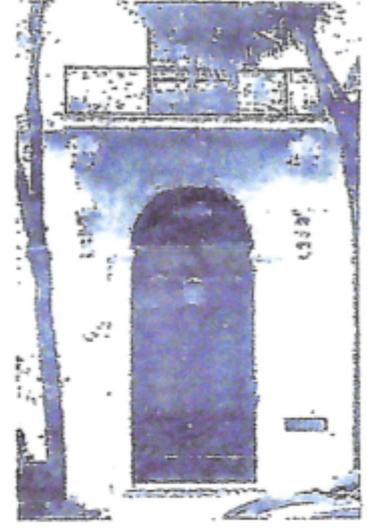
 [Where are they now? The biggest players in the Jeffrey Epstein case \(https://www.youtube.com/watch?v=yPjn6rcJqsl\)](https://www.youtube.com/watch?v=yPjn6rcJqsl)

*Perversion of Justice, The Miami Herald, November 29, 2018.*

Bloom asserted that the woman had received threats. The suit was dropped on November 4, 2016. Trump attorney Alan Garten denied the allegations, while Epstein declined to comment. [156][157][158][159][160]

DESTRUCTION OF CAREER - INTELL PROP THEFT - SEXUAL ABUSE RING - DEMAND  
**Sarah Ransome v. Epstein and Maxwell (2017)**

In 2017, Sarah Ransome filed a suit against Epstein and Maxwell, alleging that Maxwell had hired her to give massages to Epstein and later threatened to physically harm her or destroy her career prospects if she did not comply with their sexual demands at his mansion in New York City and on his private Caribbean island, Little Saint James. The suit was settled in 2018 under undisclosed terms. [161][162]



Epstein was accused of sex trafficking of minors at his mansion at 9 East 71st Street.

**Bradley Edwards' defamation v. Epstein (2018)**

A state civil lawsuit in Florida filed by attorney Bradley Edwards against Epstein was scheduled for trial in December 2018. The trial was expected to provide victims with their first opportunity to make their accusations in public. However, the case was settled on the first day of the trial, with Epstein publicly apologizing to Edwards; other terms of the settlement were confidential. [137][163]

**Maria Farmer v. Epstein and Maxwell (2019)**

TARGETED VICTIM - FIRST SEXUAL TARGETING - POLICE OFFICER - 16 YRS OLD - KADINA

On April 16, 2019, Maria Farmer went public and filed a sworn affidavit in federal court in New York, alleging that she and her 15-year-old sister, Annie, had been sexually assaulted by Epstein and Maxwell in separate locations in 1996. Farmer met Epstein and Maxwell at her graduate art gallery reception at the New York Academy of Art in 1995. The following year, in the summer of 1996, they hired her to work on an art project in Leslie Wexner's Ohio mansion, where she was then sexually assaulted. [164] Farmer reported the incident to the New York City Police Department and the FBI. [165]

Farmer's affidavit also stated that during the same summer, Epstein flew her then-15-year-old sister to his New Mexico property where he and Maxwell sexually abused her on a massage table. [166]

**Jennifer Araoz v. Epstein and Maxwell (2019)**

On July 22, 2019, while in jail awaiting trial, Epstein was served with a petition regarding a pending state civil lawsuit filed by Jennifer Araoz. [167] She stated that an associate for Epstein had recruited her outside Talent Unlimited High School at age 14 and she was gradually groomed for over a year before Epstein raped her in his New York City mansion when she was 15. [168] Araoz filed her suit on August 14, 2019, when New York State law was updated to allow one year for adult survivors of child sexual abuse to sue for previous offenses, regardless of how long ago the abuse took place. [169] In October 2019, Araoz amended her complaint to include over 20 corporate entities associated with Epstein and named the additional individuals Lesley Groff and Kimberly Espinosa as enablers. [170]

**Katlyn Doe, et al. v. Epstein's estate (2019)**

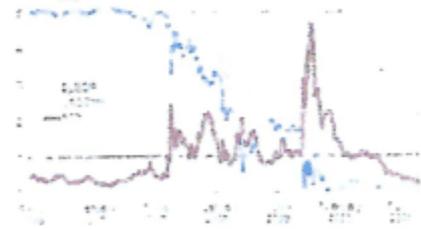
Liquid Funding was initially 40 percent owned by Bear Stearns. Through the help of the credit rating agencies – Standard & Poor's, Fitch Ratings and Moody's Investors Service – the new bundled securities were able to be created for companies so that they got a gold-plated AAA rating. The implosion of such complex securities, because of their inaccurate ratings, led to the collapse of Bear Stearns in March 2008 and set in motion the financial crisis of 2007–2008 and the subsequent Great Recession. If Liquid Funding were left holding large amounts of such securities as collateral, it could have lost large amounts of money.<sup>[65][67]</sup>

## Investments

### Hedge funds

Between 2002 and 2005, Epstein invested \$80 million in the D.B. Zwirn Special Opportunities Fund, a hedge fund that invested in illiquid debt securities.<sup>[68][69]</sup> In November 2006, Epstein attempted to redeem his investment after he was informed of accounting irregularities in the fund.<sup>[70]</sup> By this time, his investment had grown to \$140 million. The D.B. Zwirn fund refused to redeem the investment. Hedge funds that invest in illiquid securities typically have years-long "lockups" on their capital for all investors and require redemption requests to be made in writing 60 to 90 days in advance.<sup>[68]</sup> The fund was closed in 2008, and its remaining assets of approximately \$2 billion, including Epstein's investment, were transferred to Fortress Investment Group when that firm bought the assets in 2009.<sup>[68][69]</sup> Epstein later went to arbitration with Fortress over his redemption attempt. The outcome of that arbitration is not publicly known.<sup>[68]</sup>

**MEDICAL BUSINESS PLAN 2006 - 2009 - INTELLECTUAL PROPERTY THEFT**  
**COMMENTARIES SEXUAL TARGETING 2007**  
 In August 2006, Epstein, a month after the federal investigation of him began,<sup>[71]</sup> invested \$57 million in the Bear Stearns High-Grade Structured Credit Strategies Enhanced Leverage hedge fund.<sup>[68][72]</sup> This fund was highly leveraged in mortgage-backed collateralized debt obligations (CDOs).<sup>[72]</sup>



The government began negotiation with Epstein for a plea agreement in mid-2007, as the hedge fund began to collapse.

On April 18, 2007, an investor in the fund, who had \$57 million invested, discussed redeeming his investment.<sup>[73]</sup> At this time, the fund had a leverage ratio of 17:1, which meant for every dollar invested there were seventeen dollars of borrowed funds; therefore, the redemption of this investment would have been equivalent to removing \$1 billion from the thinly traded CDO market.<sup>[74]</sup> The selling of CDO assets to meet the redemptions that month began a repricing process and general freeze in the CDO market. The repricing of the CDO assets caused the collapse of the fund three months later in July, and the eventual collapse of Bear Stearns in March 2008. It is likely Epstein lost most of this investment, but it is not known how much was his.<sup>[73][72]</sup>

By the time that the Bear Stearns fund began to fail in May 2007, Epstein had begun to negotiate a plea deal with the U.S. Attorney's Office concerning imminent charges for sex with minors.<sup>[68][71]</sup> In August 2007, a month after the fund collapsed, the U.S. attorney in Miami, Alexander Acosta, entered into direct discussions about the plea agreement.<sup>[71]</sup> Acosta brokered a lenient deal, according to him, because he had been ordered by higher government officials, who told him that Epstein was an individual of importance to the government.<sup>[52][53]</sup> As part of the negotiations, according to the *Miami Herald*, Epstein provided "unspecified information" to the Florida federal prosecutors for a more lenient sentence and was supposedly an unnamed key witness for the New York federal prosecutors in their unsuccessful June 2008 criminal case against the two managers

Epstein attended local public schools, first attending Public School 188, and then Mark Twain Junior High School nearby.<sup>[26]</sup> In 1967, Epstein attended the National Music Camp at the Interlochen Center for the Arts.<sup>[29]</sup> He began playing the piano when he was five.<sup>[30]</sup> He graduated in 1969 from Lafayette High School at age 16, having skipped two grades.<sup>[31][32]</sup> Later that year, he attended classes at Cooper Union until he changed colleges in 1971.<sup>[31]</sup> From September 1971, he attended the Courant Institute of Mathematical Sciences at New York University, but left without receiving a degree in June 1974.<sup>[31][32]</sup>

## Career

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### Teaching

Epstein started working in September 1974 as a physics and mathematics teacher for teens at the Dalton School on the Upper East Side of Manhattan.<sup>[31][33]</sup> Donald Barr, who served as the headmaster until June 1974,<sup>[34][35][36]</sup> was known to have made several unconventional recruitments at the time, although it is unclear whether he had a direct role in hiring Epstein.<sup>[33][37][38]</sup> Three months after Barr's departure, Epstein began to teach at the school, despite his lack of credentials.<sup>[38]</sup> Epstein allegedly showed inappropriate behavior toward underage students at the time.<sup>[33][37]</sup> He became acquainted with Alan Greenberg, the chief executive officer of Bear Stearns, whose son and daughter were attending the school. Greenberg's daughter, Lynne Koeppel, pointed to a parent-teacher conference where Epstein influenced another Dalton parent into advocating for him to Greenberg.<sup>[35]</sup> In June 1976, after Epstein was dismissed from Dalton for "poor performance",<sup>[33][39][40]</sup> Greenberg offered him a job at Bear Stearns.<sup>[30][41]</sup>

### Banking

Epstein joined Bear Stearns in 1976 as a low-level junior assistant to a floor trader.<sup>[42]</sup> He swiftly moved up to become an options trader, working in the special products division, and then advised the bank's wealthiest clients, such as Seagram president Edgar Bronfman, on tax mitigation strategies.<sup>[32][43][44]</sup> Jimmy Cayne, the bank's later chief executive officer, praised Epstein's skill with wealthy clients and complex products. In 1980, four years after joining Bear Stearns, Epstein became a limited partner.<sup>[42]</sup>

In 1981, he was asked to leave Bear Stearns for, according to his sworn testimony, being guilty of a "Reg D violation".<sup>[45][32][30]</sup> Even though Epstein departed abruptly, he remained close to Cayne and Greenberg and was a client of Bear Stearns until its collapse in 2008.<sup>[42]</sup>

### Financial consulting

In August 1981, Epstein founded his own consulting firm, Intercontinental Assets Group Inc. (IAG),<sup>[46]</sup> which assisted clients in recovering stolen money from fraudulent brokers and lawyers.<sup>[30]</sup> ~~Epstein described his work at this time as being a high-level bounty hunter.~~ He told friends that ~~he worked sometimes as a consultant for governments and the very wealthy to recover embezzled funds, while at other times he worked for clients who had embezzled funds.~~<sup>[30][47]</sup> Spanish actress and heiress Ana Obregón was one such wealthy client, whom Epstein helped in 1982 to recover her father's millions in lost investments, which had disappeared when Drysdale Government Securities collapsed because of fraud.<sup>[48]</sup>

11:05 PM - MAY 21

MAXWELL ONLINE 2009  
GROOMING - PORTRAYED  
FRIENDSHIP.

Sent: Thursday, May 21, 2009 11:05 PM  
Subject: Re: Re:  
PREVIOUS CONSTANT CONTACT

Yes of course you'll do it baby I have total faith in you because your so passionate and smart!

Yes I'd like to change jobs ideally but nows not a good time with the economy so fooked, not many jobs about. I'd like to have more options in a years time maybe. Nikki works up the road from me actually yes, which works out well because we car share.

Nothing solid planned next week depends on the weather which has been good in spells recently. One thing we do have is a hospital appt. can tell you this because we are still close - we are now on and IVF programme and going to get the drugs to start with that (not telling anyone by the way) because you get too many questions but I know your cool and I'll tell you if there's any news. Hey you never know you may have to give me the low down on twins someday. What else...oh yes I'm training for a charity bike ride so will try and get out next week.. I'm doing it in memory of Danni and it's 54 miles in June.

BACK on the subject of work Niks hours have been cut and she losing one day a week but its across the whole dept. and it was either that or look for reduncies, times are tough right now. So what else have you been doing to keep busy other than the business plan?

The stuff about Shaun and what his mum said, I think maybe you guys just need more time together, you'd be mad to rush in to marriage again but you know that and I think your response was natural, you'd be the same at the thought of marrying anyone. Your a lovely lady Jac and have had some shit but that history I'm sure your future is rosy

XXXXXXXXXX

TWINS - KNOWLEDGE OF TARGETED VICTIMS FAMILY  
SHAUN - SHAUN STEELE - 2007-2009 CONSPIRED SEXUAL  
TARGETING - MOTORCYCLE GANG MEMBER CONNECTED TO  
MICHAEL FETHERSTONHAUGH - 2007 - 2010 BOS ADVISER  
MEDICAL BOS PLAN - MSIC.

E-mail message checked by Spyware Doctor (5.5.1.322)

Database version: 5.11110e

<http://www.pctools.com/spyware-doctor/>

SHARING PERSONAL INFORMATION - PORTRAYED AS DEEP FRIENDSHIP.

NIKKI - INFORMED BY ADAM/MAXWELL THAT NIKKI WAS HIS WIFE AND THAT THEY MET IN COLLEGE AND WERE CHILDHOOD SWEETHEARTS AND WERE TRYING TO HAVE A BABY

FIRST BABY WAS A BOY - CONTACT CONTINUED

BUSINESS EMAIL - MEDICAL BUSINESS PLAN 2009  
 NEIS - GOV DEPARTMENT

MED  
BUS  
PLAN  
  
NEIS

Handwritten notes: 2009, 2009

From	Subject	Date
[Redacted]	Re: Information sheets	17/11/2009 1:46 PM
[Redacted]	Re: The Specialist Medical Centre	19/11/2009 1:34 PM
[Redacted]	Re: The Specialist Medical Centre information on...	19/11/2009 1:34 PM
[Redacted]	RE: The Specialist Medical Centre	19/10/09 11:57 AM
[Redacted]	Re: ILL applications	14/10/2009
[Redacted]	Re: The Specialist Medical Centre information on...	13/10/2009 11:28 AM
[Redacted]	RE: The Specialist Medical Centre	13/10/2009 11:28 AM
[Redacted]	Re: The Specialist Medical Centre	13/10/2009 11:28 AM
[Redacted]	Re: The Specialist Medical Centre information on...	13/10/2009 11:28 AM
[Redacted]	The Specialist Medical Centre	13/10/2009 11:28 AM
[Redacted]	Re: The Specialist Medical Centre information on...	13/10/2009 11:28 AM

Message cannot be found  
 The contents of this message cannot be found.

Handwritten note: 2010

From	Subject	Date
William Smith	[Spam] Specialist Medical Centre	5/05/2010 6:32 PM

Message cannot be found  
 The contents of this message cannot be found.

[Redacted]

\* From: [Redacted]  
\* To: "Max Well" [Redacted]  
Sent: Thursday, May 21, 2009 11:40 PM  
Subject: Re: Re:

Yes you have always believed in me, never doubted me at all. Can you tell that i'm very persistent and a determined women. You know some men find me a little confronting, even intimidating. I must admit though i am a strong women, not the shy type, lol!

Thats true what you said about the economy, but i'm not scared to venture out because, well have you ever heard of a broke doctor? The medical system doesnt go into recession. Think about it babe??!!

Thats soo cool about the IVF hun, i hope you really get your hopes and dreams this time babe.

I wish you both the best of luck with that. xxxxx  
Thanks for sharing babe, that made me feel pretty special. Mwah!

Been getting ready to move again, same town but different part. So been packing again which really sucks but its necessary as well. Smaller place, less rent and in town more. Shaun recons i'm a city girl and like being around the middle of town better. I said yeah, closer to the shops, lol!  
Hes a real country boy, loves bush camping and fore wheel driving, which i love to, i think i'm city / country, a good mix of both, what do you think??

STUFF THAT!!! I know its for a good cause babe which is such a nice thing to do. But personally between you and me, i'm glad thats you riding not me, i'd be so sore and worn out, lol!! You must be really fit hey??

\* Adam i've been doing lots of thinking and i think well, because i'm in a committed relationship and, well, now i find out this wonderful news about you and Nikki, i do think its time to let us go. We really do need to concentrate on our real lives, don't you think? I don't regret meeting you and i will forever treasure and remember all our times together, i will always have a special place for you in my heart.  
But i need to be true to Shaun and respect him and our relationship. I feel guilty about doing this and it gets that little bit harder all the time. I need to be a honest good women to shaun as he really is a good guy, kind hearted and loves me, just the way i am. But i need to give us a proper chance and give our relationship the full attention it deserves. I hope you can understand this babe, i dont want to hurt you, i do love you. But i cant live with loving to men, like you said if we had have lived close to each other it would have been different. But this is the way it is.  
I'm sorry we have to say goodbye honey, but it think for all its the right thing to do, dont you. ( i want you to be completely honest with me cause this is last chance to be ok)

I have to be able to concentrate on my real life here babe, you know. So i think we should end it tonight ok.  
xxxxxxxxxxxx

Original Message  
From: Max Well  
To: [Redacted]

MSIC LOGO %20

[Redacted]

- ERSTEIN / MAXWELL

ADAM

NEIS - DENIED FUNDING 7 = 0/10/1

2010 - 2011

TIFF FILES - DESIGNERS - PROFESSIONAL  
%20 EMAIL LOGO MAXWELL - EMAIL NEIS - GOV DEPARTMENT

medical association letter

MSIC letterhead mockup

\* MSIC Letterheads (Adam) \*

MSIC logo

MSIC logos

MSIC mockups

MSIC v2

EVIDENCE MAXWELL/EPSTEIN CONNECTED TO AUST GOV - TARGETING

medical association letter

MSIC letterhead mockup

EMAIL MAY 2009

MSIC Letterheads (Adam) - MAXWELL

ADAM CORRELY - "A"  
LONDON UK

MSIC logo

MSIC logos

2012

MSIC LOGO RECEIVED VIA EMAIL (20%) - (MAXWELL/ADAM)

MSIC v5	11/15/2010 9:13 PM	Adobe Acrobat
MSIC%20logo[1] (2)	7/11/2010 3:11 PM	PDF File
* MSIC%20logo[1] (2) *	7/11/2010 3:11 PM	PDF File - EMAIL
* MSIC%20logo[1] (3) *	7/11/2010 3:11 PM	PDF File
MSIC%20logo[1] (4)	7/11/2010 3:11 PM	PDF File
MSIC%20logo[1] (5)	7/11/2010 3:11 PM	PDF File
MSIC%20logo[1]	7/11/2010 3:11 PM	PDF File
MSIC%20logo[1]	7/11/2010 3:11 PM	PDF File
PublicationL.pub Supplies mix figures.pt...		

2010

NEIS/GOV DEPT/AUST - RECEIVED VIA EMAIL - (20%) - AUST GOV

MSIC%20Training%20and%20Skills%20As...	8/04/2011 2:10 PM	DOC File
FPL RCC Application form	8/04/2011 2:29 PM	DOC File
FPL Assessment Matrix_2011 (1)	8/05/2011 10:31 AM	DOC File
FPL Assessment Matrix_2011 (2)	8/05/2011 2:11 PM	DOC File
FPL Assessment Matrix_2011	8/04/2011 2:29 PM	DOC File
Statutory Declaration 200602	8/04/2011 2:29 PM	DOC File

2011

DESIGNING MSIC LOGO AND BUSINESS CARDS.  
FAKE IDENTITY - NAME  
ONLINE FREE LANCE DESIGNER - ADAM GURGLY, LONDON UK  
[REDACTED] - EMAIL CONTACT \*

\* MAXWELL - EPSTEIN - DIRECT TARGETING - GROOMING \*

1. BUSINESS LOGO EXAMPLES.

SIGNED OF ALL EMAILS WITH "A" NOT FULL NAME - MAXWELL "G"

COMPACT DISCS IN EPSTEIN POSSESSION  
MISC - MSIC LOGO DESIGN 20% RECEIVED VIA  
EMAIL FROM MAXWELL / ADAM GURGLY.





DEC 2010

2010

A service for Medical Professionals

PO Box 432 , Port Pirie SA 5540

Ph 0439158735

MAXWELL - LETTER HEADS  
ADAM - MOCK UPS - EMAIL % 20

3/12/10

### MEDICAL STATISTICAL OVERVIEW STUDY SURVEY FORM

Please complete all questions and return the form in the self addressed envelope by 30/12/10 . Thank you for your support and participation in this important medical study.

Please mark boxes with an x.

If you answered NO to question 1, please answer questions 6 -13 only.

Please specify occupation:  General practitioner  Manager  Director

Q.1 Do you currently have visiting specialists, e.g Dermatologists, consulting from within your centre?

Yes  No  Unsure

Q.2 What specialist/s do you currently have visiting and consulting from within your centre?

Dermatologist  Allergist  Immunologist

Dietician  Sports Therapist

Other, please specify :

Q.3 How often do the specialist/s consult within your centre?

Every 6 weeks  Every 8 weeks  Every 12 weeks

Other, please specify :

Q.4 In which Regions or Medical Centres do you currently refer your patients to, in order to receive consultations and treatments for specialists services?

Regional hospital  Regional Medical Surgery 's

Private Practices  Metropolitan Specialists

Surgery currently employed at

Please Specify :

Cloning - skin - organs. 2006 - 2009

skin - elimination skin grafting and  
scarring or other areas of  
the body - Burn victims,  
accidents, stretch marks.

ethnically mixing periods organ  
donation + death

HAND WRITTEN - PORT PIRIE

NOT INSTALLED ON COMPUTER

IN POSSESSION OF MEDICAL INDUSTRY

GOVERNMENT FUNDED

HAND WRITTEN - PART PIRIE  
NOT INSTALLED ON COMPUTER  
GOVERNMENT FUNDED

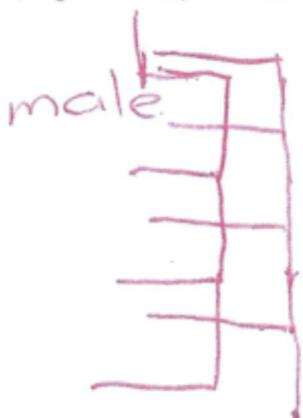
1711 17 12 5 471 614

Rehabilitation centre - re - direct the mind .  
encourage new skills for  
employment - ~~teaching~~ - teaching -  
classes - laptop computers - online study  
while quitting from their addictions .  
sponsors for unfortunate . - programs .  
re - educate family structure - classes .  
cooking - reading - caring for children -  
psychological effects on children - abuse  
yelling ect - teach the psycholo aspects  
of the immature mind - parenting  
skills .

addicts - heroin - prostitution programs  
eradicate abuse - re - educate in  
family and employment skills -  
productive outcome .

PRIVATE & CONFIDENTIAL TO RESIDENTS

Why can't people see that an  
intelligent person is an asset to  
whom they are as a person and  
the choice of intellectual stimulation  
of which they surround themselves  
in . Intellect & Intellect = powerhouse



female  
interlock wisdom, knowledge  
abilities, skills to create  
the whole package  
knowledge = power <sup>which</sup> grows in

HANDWRITTEN - PORT PIRIE

## Business concepts

DECONTAMINATION USING FILTER  
SYSTEMS IN INDUSTRIAL REFRIGERATION  
GOVERNMENT GRANT - UNIVERSITY.

Decom project

Air filters - Vincent

Adelaide university

KTH, SWEDEN UNIVERSITY

NOT installed on a computer  
until 2016.

↑  
BULONE  
& 2018 SEXUAL  
TARGETING

GOVERNMENT FUNDED

Confidential - Client's Secret

Non-Confidential - Company

- Increase in productivity - colds - flu - containment
  - Increase in work capacity
  - Increase in productivity
- Productivity within these services -

- ↓ Transport services - Trains - work time
- ↓ Hospital services - Trains - work time
- ↓ School services - clinics
- ↓ Dental services
- ↓ Food collection (restaurants)
- ↓ Education services - schooling
- ↓ EMPLOYMENT - OFFICE BUILDINGS
- ↓ PRODUCTION - FACTORIES

- \* Air conditioning systems - traps through
- \* Air borne germs on contact
- \* Spreading air - clean - people

- x unrelatable systems - access - cold
- x antibiotic resistance

Formula expelled through the use of

- ↓ Business class - VIPs - premium positions - travelling for work purposes - 1st class
- \* ...

Executive summary of proposal - suggestion - recognition - personal.

Completed - 7/11/2016.



**Private and Confidential  
Australian Pharmaceutical Company**

**Airborne Germs - Cross Contamination - Airborne Contaminates - Colds - Influenza -  
Associated airborne contaminants, as an example**

**Points of Interest : Target Market**

- **Transport Services**
- **Bus services**
- **Airline services**
- **Train services**
- **Tram services**
- **Work place environments - Office areas**
- **Doctor's surgery's - Waiting rooms - Consultation rooms**
- **Accommodation services**
- **Food preparation services - Kitchen staff**
- **Dental Clinics - Consultation rooms - Office areas - Waiting rooms**
- **Education Departments and services - Class rooms - Office areas**
- **Medical services - Establishments - Surgery - Office areas - Hospitals**
- **Business Class - VIP's - Prominent positions - Office areas - Personal residence -  
First class travel services and areas**

**Advantages - Increase - Decrease**

- **Decrease cross contamination of germs - Through mouth, nose, touch of objects or  
other persons**
- **Increase in work related capacity and productivity-Work place Environment**
- **Decrease cross contamination within medical establishments, Hospitals, dental  
Clinics - Golden staff, for example - Mouth sores - Colds - Influenza - Increasing  
productivity and capacity within the medical establishments work environment,  
employee's, patients**
- **Decrease cross contamination in relation to travel services and accommodation  
services within the cliental and employee's**
- **Increasing productivity in educational environments**
- **Eliminates cross contamination within food preparation environments and all above  
mentioned services - Public and personal**
- **Provides special services for VIP'S, Professional positions - Prominent positions -  
First class travel services - Eliminates cross contamination - Increases productivity  
of the individual, work place environments, employee's**
- **Increases and reduces costs of sterilization services - Safety of instruments and  
equipment exposed and used within the Medical establishments including Doctor's  
surgery's, Hospitals, Dental Clinics**
- **Decreasing the use of prescribed antibiotics - Immune System creating other  
symptoms to occur, including the multiplying effects of super bugs associated with  
influenza and other bacterial diseases**

2007 - HAND WRITTEN - TONI FIRIL  
NOT INSTALLED ON A COMPUTER.

WOMENS ONLY GYM & SAUNA COFFEE HUT. TRAINING

- : CRECHE : Sauna room : GYM : circuit : COFFEE HUT
- : Full body massage : change rooms.

FREE CRECHE ~~to stamp card on entry to areas.~~

Centre open 7 days a week ~~7:00~~ ~~to~~ ~~8:30~~ ~~nightly~~

NO bookings required. ~~for gym work & circuit workout~~

~~Bookings required for sauna & creche facilities.~~

~~Bookings required for massage & creche facilities.~~

On site creche open at all times of operation available for ~~2~~ <sup>2</sup> hrs per person. Customers must sign in children ~~at~~ <sup>in</sup>

in office on arrival then walk children to creche room to be greeted by staff. ~~to take children~~ ~~at~~ ~~to~~

Customer to collect children from ~~at~~ creche room

and sign them out in office on departure. All services

to be paid on ~~departure~~ <sup>arrival</sup> according to ~~stamps received~~ <sup>services required</sup>  
~~by the customer.~~ ~~rate.~~ ~~or~~ ~~£~~ ~~cit~~ ~~a~~ ~~£~~ ~~12~~ ~~hourly~~

Sauna Room

Bookings essential

Sauna room to seat 8 people operational at all hours of business. 9:30am to 8:30pm. Available with creche facility. ~~at~~ ~~bookings~~ ~~required~~. Staff to stamp ~~card on entry to sauna.~~ Towels supplied. Shower caps supplied. ~~to stamp on entry to sauna.~~

Gym

Gym equipment: Exercise bike, treadmill, weights, ~~by~~ benches incorporating leg curl, arm, chest weight workout, leg squeeze weights, ~~various~~ ~~appliance~~ etc.

~~at~~ Various workout machines. ~~to~~ Customers to be monitored by staff at all times. ~~staff to~~ ~~stamp on entry to gym.~~ Music played at all times.

~~at~~ creche available

circuit

Circuit to be monitored by staff in conjunction with Gym, both open at all times of operation. Creche available with these services. ~~staff~~ ~~to stamp on~~ ~~at~~ ~~starting~~ ~~circuit~~ ~~training.~~ circuit resistance equipment available.

## COFFEE HUT situated near entry.

The coffee hut has tables and chairs for customers to sit together before or after training to have refreshment and ~~catch up~~ <sup>meet with friends</sup> before collecting their children from the creche room. A variety of drinks ~~with~~ and ~~finger~~ <sup>finger</sup> foods will be available from the ~~bar~~ <sup>in</sup> cafe in the coffee hut. Drinks include bottled water, sports drinks, fruit juices, milks and coffee. Nibbles include ~~crisps~~ <sup>pkts</sup> dried fruits, energy bars, chewing gum, etc. Cafe open at all times during operational hours. Creche not available solely for this service. ~~Use~~ This service ~~must~~ to be used in conjunction with ~~other~~ <sup>other</sup> services available eg: gym or sauna within the centre.

All tables to be waited on by trained staff. Pay at Cafe <sup>for beverages and nibbles.</sup>

### Full body massage

Half body - <sup>arms</sup> shoulder & neck, ~~shoulder~~, ~~neck~~, ~~back~~  
upper shoulder blades. hands extra charge

Half body - back, buttocks, legs <sup>head extra charge</sup>  
lower feet extra charge.

full body - all or above, <sup>feet & hands, head, extra charge</sup>

### Service

~~Facility~~ available at all times of <sup>opening hours</sup> ~~operation~~, creche available with this service. Qualified masseuse to apply massages. ~~staff to stamp card on entry to this service.~~ bookings essential. packages available.

### Change room

This service is available to all customers at no extra charge. <sup>locked</sup> lockers and towels supplied for customers. ~~to use free of charge~~ for customers to ~~change and wash~~, ~~freshen~~. ~~to use~~ shower and change.

### Retail outlet

This service provides the customer with a wide variety of ~~different~~ <sup>brands of</sup> different lotions, hair treatments, creams, m. cleansers specially designed for women.

The business concept "Pamper me perfect" will ~~provide~~ <sup>offer</sup> women only - gym workouts, circuit training, sauna room facilities, massage, creche, <sup>creams & makeup</sup> coffee not ~~and~~ <sup>all facilities that are</sup> directly focused ~~on~~ <sup>for</sup> women and structured to meet a variety of women's health, fitness, relaxation needs and ~~needs~~ ~~requests~~ in a ~~friendly~~ <sup>clean</sup>, comfortable ~~setting~~ <sup>environment</sup>.  
Major cost. Major cost will comprise of ~~the~~ <sup>referrals</sup> women in the local area ~~and~~ <sup>of</sup> surrounding areas ~~of~~ <sup>and</sup> part River on initial start up. - EG, Laura, ~~PT AUGUSTA~~ <sup>PT AUGUSTA</sup>, Kadina etc.

PRODUCTS OR SERVICES

PAMPER ME PERFECT WILL OFFER WOMEN gym workouts, circuit training, <sup>(FUTURE RENOVATIONS)</sup> sauna room facilities, full body massage, <sup>(FUTURE RENOVATIONS)</sup> cafe facilities with the support of <sup>and lotions & makeup retail outlet</sup> on site creche for all services available with in <sup>the</sup> centre. Package deals will be available and offered at all times.

DEVELOPEMENT & MARKETING

- Development costs will involve the purchase of:
- BUSINESS PREMISES - INVESTMENT <sup>GOVERNMENT GRANT</sup> LOAN - \$
  - RENOVATIONS ~~including~~ ~~sauna room~~ - \$
  - GYM EQUIPMENT - \$  
 INCLUDING WEIGHTS
  - massage tables - \$
  - ~~hydro~~ hydroclic - \$
  - LINEN & MOTIONS - \$
  - creche set up - \$
  - <sup>coffee not</sup> ~~cafe~~ set up - \$  
 including refreshments, tables, chairs etc.
  - ~~sauna room~~ - \$  
 (FUTURE).

le-up,

## APPLICANTS QUALIFICATIONS/SKILLS

### Summary

 has extensive skills from former employment and training opportunities, which will benefit the business workings including <sup>assistant manager and</sup> partnership of McDiarmid Woodcraft, .

ASS OTHER BUS PLAN - ADD - ~~to~~ ~~the~~ partnership/management of self employment <sup>business</sup> McDiarmid Woodcraft.

 has extensive family experience, organising and managing a family of 6 (including twins) for ~~10~~ years on a limited budget and <sup>with</sup> minimal support. Experience <sup>over 20 yrs</sup> managing the <sup>woodcraft</sup> ~~business~~ of McDiarmid Woodcraft.

### PERSONAL SWOT ANALYSIS

#### STRENGTHS

Highly motivated, faith in ability to manage and run a <sup>business</sup> honest ~~and~~ reliable and flexible, strong <sup>relationships</sup> ~~with~~ <sup>trust</sup> ~~in~~ <sup>with</sup> local community, <sup>good</sup> ~~strong~~ communication and listening skills, product knowledge, knowledge of <sup>various</sup> ~~needs~~ <sup>concerns</sup> and wants through ~~secret~~ <sup>good</sup> communication, <sup>skills with</sup> ~~local~~ <sup>in</sup> money management skills, good ~~time~~ <sup>and faith</sup> organizational skills, confidence in service and ability to ~~develop~~ <sup>develop</sup> it to its full potential. Confidence in oneself to produce a ~~quality~~ <sup>of quality</sup> service. Strong support from ~~parents~~ <sup>family</sup> and ~~partner~~ <sup>family</sup> and friends.

#### Weakness:

lack of ~~cash~~ <sup>personal</sup> ~~initial~~ <sup>managing skills</sup> funding for initial stages.  
lack of experience in this field of business.

#### OPPORTUNITIES

NEIS SUPPORT FOR 12 months, strong <sup>health</sup> interest growing within community via RERIC ~~and~~ FITNESS - mixed sex gym. Support with in community via surveys, communication.  
on ~~initial~~ <sup>initial</sup> personal liabilities on start up - ~~high~~

Sauna equipment ←  
coffee, tea, sugar, milk -

: snacks, refreshments (drinks).

### Trading Name

#### Description

"Pamper Me Perfect" for Women only.

#### Registration

"Pamper Me Perfect" for Women only. - Certificate of rego of Bus. name - refer Appendix.

"Pamper me perfect" rego of ABN

#### legal structure.

#### Description

"Pamper me perfect" for women only will operate as  
[redacted] being sole <sup>trader</sup> ~~proprietor~~ ~~of the bus~~ ~~and~~  
of the business.

#### Legal Implications

[redacted] understands that as the sole proprietor she is legally responsible for all debts/liabilities, <sup>legal regulations,</sup> ~~incurred~~ <sup>licenses and permits,</sup> ~~or~~ <sup>insurance contracts,</sup> ~~all legal contracts & documents~~ <sup>inducted</sup> during operation of the business "Pamper me perfect".

#### Tax Implications

[redacted] will be liable for income tax payable on ~~the~~ business income as an individual. Income Tax will be paid ~~to~~ through the PAYG method. GST will be claimed quarterly. Employers will be payed using PAYG withholding method, minimum superannuation payments and ~~fridge~~ ~~benefits~~ tax.

Threats: local - <sup>qualified</sup> lack of experienced staff to employ.

~~unable to purchase sup~~  
lack of experience in ~~the field~~ <sup>managing</sup> a business of this nature ~~in this field~~.

Legal and admin requirements  
local, state, comm. regulations

## Insurance

Restrictions/requirements

## Contracts

Credit application - Credit ~~established~~ <sup>secured</sup> with Commonwealth bank  
Mastercard. \$5000

Trade accounts - Thriftylink hardware, Prests, <sup>\$2000 limit 30 day account</sup> \$500 limit

supplier agreements - linen supplies - Prests, <sup>\$500 limit</sup> Gym equipment -  
lotions for massage -

## Business Premises

## Change room.

Details: Initial start up - gym/circuit, massage room, creche, ~~office~~, ~~sauna~~.  
Pamper me Perfect will require a site that offers exposure to potential customers, with rooms to renovate for various functions of the business. eg. gym, ~~sauna~~ massage room.

Renovated Property will comprise of;

- \*: ~~entrance~~ entrance / office - for signing in creche and payments.  
exit
- \*: Coffee hut - tables and chairs for after exercise refreshments nibbles, get-togethers with friends / workout groups. storage of supplies needed for the coffee hut. (Future renovations)
- \*: gym/circuit training - Area used for gym equipment for workouts and circuit training. eg - exercise bikes, treadmills, weights, steppers etc.
- \*: Massage room - Area used ~~to~~ ~~massage~~ to store massage equipment ~~for~~ for full body massage - ~~as~~ massage tables, lotions, liners ~~etc.~~
- : Sauna Room - Sauna Room built to seat 8 people.  
~~To be built~~ (Future renovations)
- \*: Creche - Area used for creche facilities. All safety requirements implemented.
- ~~Staff Room~~ Staff Room / storage room - Area used for staff to relax for coffee breaks, lunch ~~treats~~ (Future renovations). Storage of cleaners, lotions, linens stationary, sauna equipment, office equipment. ~~etc.~~ ~~for~~ ~~future~~ ~~renovations~~.
- \*: change rooms. - Area equipped with lockers, hooks and two showers for customers to change and wash before and after exercising. Towels and soaps to be in storage for this area.

Market research and analysis  
Current state of the industry

Description

The fitness industry is open with few barriers to entry. Existing Demand for ~~the~~ ~~state~~ of a business of this nature has been promising through market research. A business of this <sup>exact structure</sup> ~~nature~~ has not been ~~conducted~~ concluded in the area of Port Pirie in the past or <sup>the</sup> present time.

Relevant background knowledge

Trends & seasonal factors

Fitness trends will be monitored carefully to allow adjustments to be made to the service range to suit the needs of <sup>all</sup> potential customers. Seasonal trends will <sup>not</sup> affect a ~~small~~ percentage of ~~the~~ the business as all services are offered indoors. ~~Usage~~ Usage of <sup>the centre</sup> may peak at certain seasonal changes through out the year. eg summertime for <sup>cool</sup> ~~the~~ fashion trends.

Market size & Trends.

size of market.

AS Business plan 1. add -

PT Augusta population -

Development of future renovations will be a major focus of the business to allow for a broader range of <sup>advertising</sup> ~~services~~ through a broader range of services to offer the customer, outside of the specified areas already stated.

NOTE: W.O.C. - with out creche  
 W.C. - with crech

add additional  
 \$ for creche service  
 to all services.

gym workout (without creche)	\$
gym workout (with creche)	\$
circuit workout (w.o.c)	\$
circuit workout (w.c)	\$
<del>gym/circuit</del>	
massage full body (w.o.c.)	\$
" " (w.c.)	\$
massage half body (w.o.c)	\$
" " (w.c.)	\$
gym/massage package (w.o.c)	\$
" " " (w.c.)	\$
circuit/massage package (w.o.c)	\$
" " " (w.c.)	\$

and services

Initial pricing strategies used have been based on market research conducted that showed strong interest in these categories and pricing offered.

Survey results -

- womens only gym %
- packages to offer %
- pricing strategy stated in survey %
- services offered %

Overall Marketing strategy.

General Marketing strategy

The marketing strategy will be focused towards producing an image ~~of the~~ ~~being~~ that of ~~a~~ a comfortable, clean, flexible, friendly environment in which women can workout or unwind which ever they choose without the added stress of finding ~~keepers~~ care for ~~their~~ their children while they ~~do this~~.  
 have <sup>take some</sup> time ~~to~~ <sup>to focus on</sup> themselves.

2006 - 2007 - [REDACTED]

- DIVORCE PROCEEDINGS

ADDRESS [REDACTED]

REFER TO MEDICAL BUSINESS PLAN 2006 - 2009

Action plan table 9.

Applicants information

Resumes

Personal details refer appendix resumes.

[REDACTED]

[REDACTED]

### Summary of skills

[REDACTED] skills obtained through other areas of employment include ; store management - skills, money management, office skills, banking/ book keeping skills, retailing and promoting ~~skills~~, stock taking, working with budgets, working with children, ~~self~~ self employed business management, nail technician diploma, fashion design course, customer relations, organisation skills, painting and decorating skills, active team member. Ability to use initiative.

[REDACTED] licences

Drivers licence, nail technician diploma, ~~hand~~ Small business management diploma, volunteer children services reference.

### education & training qualifications

Nail technician course, fashion design course, Promotional training, small business management diploma (neis).

### Job history

AS McDiarmid Woodcraft bus plan additional information - McDiarmid Woodcraft 2003-2004. Pt Pirie

duties .. painter, manager, ~~owner~~ owner, record keeping, sales, supplies, marketing, networking

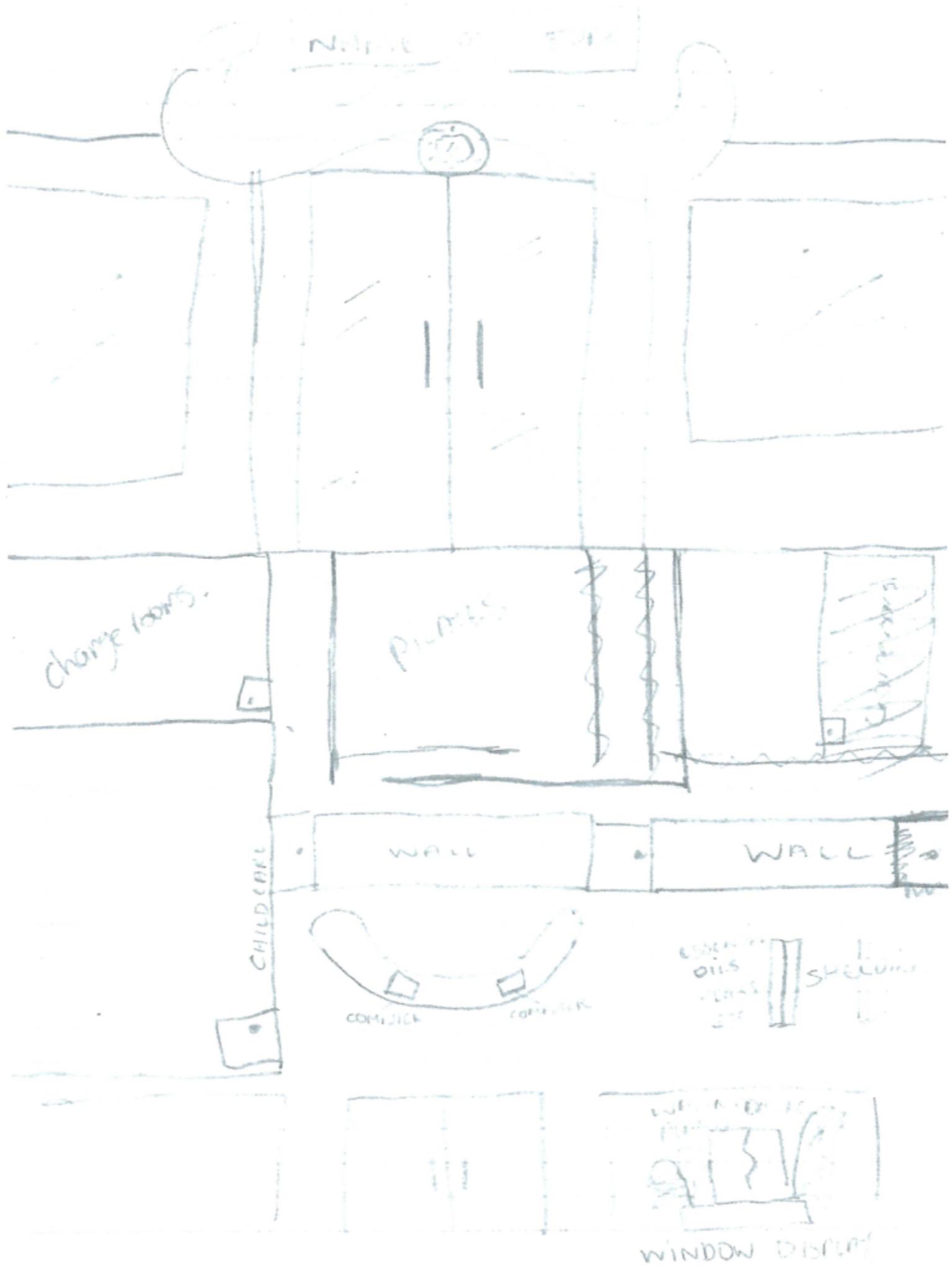
## Business advisers

- Brenton Prust, ANZ Business leading specialist Pt Pirie  
\* Michael Feherstonhagh Business advisor Pt Pirie reg. board  
Jan Hunter - NEIS training & placement co-ordinator  
Pt Pirie Central mission

## Training Needed.

Improve computer software knowledge and skills, particularly computerised accounting, record keeping and marketing. First Aid accredited for all ~~staff~~ employees.  
Bankruptcy / credit problems  
N/A.

Other relevant details for the awareness of your financier  
N/A.





IDEAS. 2007!!

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ORGANICS!!

Shop front. selling: ALLERGY FREE PRODUCTS.  
AROMATHERAPY oils HEALTH PRODUCTS.  
ESSENTENTIAL oils assorted teas.  
Dried ~~herbs~~ assorted herbs. Glutenfree products  
pot purri bread, pasta, cake, etc.  
books - Feng shui oils & herbs. + a/c. Organic  
oil burners. etc. <sup>fortune telling etc.</sup> veggies, homemade  
Medicational oils & herbs. organic relish's, pickles  
Natural remedies Jams, chutneys. etc.  
asthma friendly products.

Future plans!!

## Business + Management

### 1.1 The Business concept

The business, Health & Beauty Specialist centre will consist of visiting specialists to the centre. On initial start up of the business, the centre will open with a qualified cosmetic specialist Dr Richards, who will treat & consult with clients on a 2 day a week basis. Treatments offered to clients will consist of lip enhancements, wrinkle reduction, expression line reduction ect. The centres goal is to attract other visiting specialists to the centre which will consist of a Dermatologist, Allergist/immunologist, Dietician, sports physician ect. which will centralise specialist care within the rural region.

### 1.1.2 Major customers

Clients to the centre will consist of clients with referrals from their GPs, single employed people with disposable incomes, personal preferences, married people with disposable incomes, people with ongoing medical requirements

### 1.3 The product or service

#### 1.3.1 Product or service details

• Cosmetic Specialist, Dr Richards

Lip enhancement, wrinkle reduction, expression line reduction.

The procedure consists of preparation of the area in which Retalin is injected into the area to plump or smooth the skin to either plump the lips or reduce the wrinkles.

## 2. Market research

AS Business Plan I.

### 2.2 Market size & trends

AS Business Plan I.

### 2.3 Customers

AS Business Plan I.

### 2.4 Market research

AS Business Plan I.

- MEDICAL BUSINESS PLAN.

### 2.5 COMPETITORS & COMPETITIVE ADVANTAGE

AS BUSINESS PLAN I.

### 2.6 Competitor SWOT Analysis

AS Business Plan I.

## 3. Marketing Plan

### 3.1 Sales objectives and supplies mix

#### 3.1.1 ESTIMATE OF SUPPLIES

AS Business Plan I

slight adjustments

### 4.3 Plant & Equipment

#### 4.3.1 Description

## 1.2.3 Development & Marketing

1.2.3 Patents or registered designs  
not applicable

## 1.3 APPLICANT'S QUALIFICATIONS & SKILLS

### 1.3.1 SUMMARY

AS IN BUSINESS PLAN I.

### 1.3.2 Personal SWOT Analysis

AS IN BUSINESS PLAN I.

### 1.3.3 Copies of relevant Qualifications

AS IN BUSINESS PLAN I.

## 1.4 LEGAL & administrative Requirements

### 1.4.1 Local, state or federal government

Business Plan I.

### 1.4.2 Insurance

Business Plan I.

### 1.4.3 Restrictions / Requirements

Business Plan I.

### 1.4.4 Contracts

Business Plan I.

1.5 Trading Name ?

1.5.1 Description

1.5.2 Registration

Business Plan 1.

1.6 legal structure

1.6.1 Description

1.6.2 legal implications

1.6.3 Tax implications

ns Business Plan 1.

1.7 Business Premise ?

1.5 Trading Name ?

1.5.1 Description

1.5.2 Registration

Business Plan 1.

1.6 legal structure

1.6.1 description

1.6.2 legal implications

1.6.3 Tax implications

ns Business Plan 1.

1.7 Business Premise ?

Competitive Advantage:

Weekend Wonders offers the customer <sup>shiftworkers</sup> the opportunity to have ~~out~~ <sup>and do evening and weekend jobs</sup> "time" with the knowledge and feeling of "peace of mind" that their children are being cared for in a safe, clean, ~~happy~~ <sup>friendly</sup> environment with all ~~at~~ the details ~~to~~ regarding their childrens return home and well being taken care of for them. Our service offers a unique ~~advantage~~ <sup>services</sup> range of childcare with weekend and evening care ~~being~~ our main focus of business. Our ~~bus~~ <sup>to be used</sup> bus service for the children to be returned to their parents at their front doors will be an added ~~bonus~~ for any parents who are attending functions which ~~being~~ ~~alcohol~~ ~~is being~~ <sup>served</sup> which will serve as an added highlight ~~to the~~ attraction ~~to the~~ <sup>to the parents</sup> for ~~customers~~ ~~public~~ ~~responsible~~ ~~parents~~. ~~the~~ <sup>the</sup> safety of their children at all times. Weekend Wonders ~~has~~ has no competitors of this nature in ~~the~~ the local area of Pt Pirie and surrounding areas.

Competitor swot analysis

Strengths, weakness, opportunities, threats.

- Strengths:
- Well established
  - Local employees qualified
  - Trusted service
  - High standard.
- Weaknesses:
- Limited exposure <sup>to different clients</sup>, day hours only.
  - Limited clients at one time due to in home care facilities
  - ~~bus~~ bus service <sup>not</sup> offered as regular service
  - Day hours only or limited children in care at once. inflexible hours offered.

## Opportunities for "Weekend Wanderers"

- : Unique service offered - weekend & evening hours of care.
- : Unique bus service offered as part of care service.
- : Government support for more childcare service facilities offered at this time.
- : minimal personal liabilities allowing for success of <sup>Government Grant</sup> ~~investment~~ loan applications to develop centre on desired site.
- ~~Strong personal support~~: strong personal support from family and friends.

## Threats for "Weekend Wanderers"

Lack of experience managing ~~business~~ business of this nature.

Well established and trusted care centres available in area.

Unavailable qualified staff to work these hours - need qual. training strategies, - on site training (courses).

Low financial funding for initial start up and development of ~~and~~ centre facilities.

Overcoming concerns: The site training (Apprenticeships) will be offered to prospective employees which will involve <sup>completing and passing</sup> the appropriate courses and degrees to become a full time employed child care worker. Qualified staff will be located by utilizing the job network centre facilities locally available. Funding and initial start up of the business will be sort from the equity ~~of~~ the investment property solely purchased for the development of the business centre.

[REDACTED] will commence full time study to gain appropriate qualifications to manage and own ~~this~~ a business of this nature asap. Good advertisement strategies used to keep customers informed of our business and what it has to offer at all times e.g. local paper, local radio, school noticeboards etc.

the opportunity

This service will offer parents ~~time~~ and peace of mind to get some time out to catch up with each other and friends, ~~attend functions or meetings or parties etc.~~ ~~stress relief at the end of the week for working people~~ ~~single people~~ or ~~to~~ work overtime or evening/weekend hours if necessary.

Market research:

Methods used

- : Communication within local community - <sup>many friends, acquaintances</sup> ~~known~~ <sup>to</sup> lack family support
- : Communication and gathering of information over a long period of time in a variety of areas eg Kadina, Whyalla, Melbourne, Adelaide etc.
- : Personal experience with ~~children~~ finding childcare for own 4 children
- : Research into local competition
- : Research via surveys conducted throughout local area.
- : Research of qualifications needed to manage a HRE of this nature.
- : Research of ~~people~~ <sup>qualified</sup> employees within local area.

Results: support shown from the surveys conducted for "Weekend Wanderers" ~~child~~ evening & weekend childcare service were

Summary: surveys conducted - 100  
interested in childcare service - weekend -  
interested in childcare service - evening -  
interested in our childcare service -  
How often?

- weekly -
- fortnightly -
- monthly -

nt.

## "Weekend wanders" - weekend day & evening care.

State industry - current.

Description: Weekend childcare for parents ~~has to be~~ is limited to family support if provided e.g. grandparents, or overnight care through ladybird daycare centre but the number of employees available and ~~children~~ number of children at one place at one time is very limited. Therefore a childcare centre of this nature is a much needed and sought after commodity within the community site of suggestion.

Background knowledge:

Trends, seasonal factors:

Methods ~~and~~ <sup>and</sup> activities will be monitored and upgraded as childcare and ~~the~~ its centre's modernise and change with ~~time~~ the times.

Seasonal factors will not figure in this nature of business.

Market size & trends:

Size of market: Within Pt Pirie and surrounding regions there is an estimated population of 19,500 from which an average of ~~are~~ are parents of ~~sets~~ toddlers & school age children.

Within Copper triangle and surrounding areas there is an estimated pop of 18,000 from which an average of ~~are~~ are parents ~~with~~ of toddlers & school age children.

Within Pt Augusta and surrounding areas there ~~are~~ is an estimated pop of ~~from~~ from which there is

## Pricing Strategy.

### Price

~~Customers will be~~ Our pricing of care will include the absorption of employees wages, care facilities, insurance, service provided. Price fluctuations through wage increases, facilities etc can incur without notice to customers via mail etc. Cost of care will be charged according to hours of care provided but a standard ~~per~~ hourly rate of \$          is used as <sup>a base</sup> to calculate the account of care for parents.  
e.g. 3 hours care provided  $\Rightarrow$  total cost \$

### credit policy.

The business will provide merchant-facilities, cash options for the customers convenience of paying their accounts.

No payment schemes will be offered. Full payments only.

### Price Comparison

Price comparisons are based on local childcare facilities available only.

Kody bird childcare -

Klendale childcare -

### Location

Geographical location: Weekend Wonders will be located and developed locally in the township of Port Pirie. Care location will be highly regarded in terms of convenience, safety and acceptability locally for customers, employees, local surrounding neighbourhoods and all involved in the venture

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Time out - Teenage retreat  
- breathing space between teenagers  
and parents.

Jac's snack Shack

MSic - 2010 DEVELOPMENT

Relaxation classes - meditation ect  
- Research.

Haunted Hotel.

Restaurant - arena - different show every  
weekend. Theme restaurant  
- Kings & queens. ect.  
-

\* Business Ideas

\* The Medical Specialist Centre - 2006 - 2009 \*

- + contact Dr Anthony Smith
- + Contact Regional Development Board
- + Complete ABN application

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\* KNOWN AS UBER \*

\* Dial-a-shopper - COMMENCEMENT OF DEVELOPMENT \*

- \* Grocery shopping and delivery - day service
- \* Snack foods - night delivery available
- \* Alcohol, cigarettes - night delivery - available
- \* Take away food - non delivery outlets - KFC, McDonalds, Pizzo, ect.
- \* Pre-ordered electrical items
- \* Pre ordered butchers packs
- \* Dry cleaning

- \* Alcohol, cigarettes - Id ~~not~~ necessary.
- \* price adjusts on item amounts e.g. 10 items or less
- \* price adjusts according to items and \$5.00  
night or day service.

## Dial - a - shopper

\* Grocery shopping - order forms, various products ~~many~~ brands to choose from, electronic order forms, money collected with order form, order forms start list with essentials ect. ending with non essential list followed till money is spent only. Delivered same day. bags numbered per order. Prices charged per order size e.g. large, medium, small.

prices: large \$ ~~medium~~ \$ small \$

\* Snack foods - weekends, after hours, supermarkets till opening times, service stations, Hotels, motels, Cabin Parks ~~pay~~ pay on delivery.

(offer motels, Hotels)  
Cabin Parks a % if offer to customers) Prices charged per item amounts  
e.g. 10 items or less - \$

\* Take away foods - non delivery outlets, KFC, M<sup>c</sup>Donalds, Pizza outlets, Subway, Yummy Noodle, Chinese Takeaway, Primos, Indian Curry House, Hotels, motels prices charged per delivery \$  
(offer motels, Hotels)  
Cabin Parks a % if offer to customers)  
once kitchen closes

\* Alcohol, cigarettes - weekends, after hours, Id provided upon delivery. pay on delivery.

drive thru's - Thirsty Camel, Sports Tavern, Central,  
Prices charged per delivery \$

\* Day services - Dry Cleaning - pick up, delivery  
butchers (pre-ordered), electrical items (pre-ordered)  
Grocery shopping, pre paid lay bys

## Target market.

- \* Senior Citizens
- \* people with disabilities
- \* people without a licence
- \* people who have lost their licence
- \* people at parties who ~~lose~~<sup>are</sup> unable to drive for more refreshments or take away.
- \* mothers with ~~children~~ babies / young children
- \* <sup>professional</sup> people who work long hours.
- \* bachelors and who work long hours.
- \* people without vehicles / transport.
- \* hotels, motels, cabin parks, after hours / kitchen close
- \* people who have an injury / unable to drive

- \* Start in Adelaide on the weekends: hotels, motels, cabin parks, (start in one area first). take away, snack-pods, cigarettes, alcohol.
- \* start in Pirie on full time basis offering all services. 7 day week.

Weekend services: Snack foods, Alcohol, cigarettes,  
After hours services: Take away foods.

equipment needed.

- \* Vehicles - run on gas.
- \* computer programs
- \* computer system.
- \* Telephone system.
- \* order forms.
- \* office - central.

customers  
~~supply~~ supply.

- \* shopping bags.
- \* freezer bags.

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~~WITHOUT THE WRITTEN PERMISSION OF~~  
~~THE PORT PIRIE AUTHORITY~~

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IN POSSESSION OF AMERICA

concept:

The business, Jake's snack shack will operate as a hot snack <sup>food</sup> shop operating late ~~night~~ <sup>evening</sup> hours.

The target market will consist of teenagers, ~~and~~ shift workers, hotel patrons, ~~and~~ taxi drivers ~~and~~.

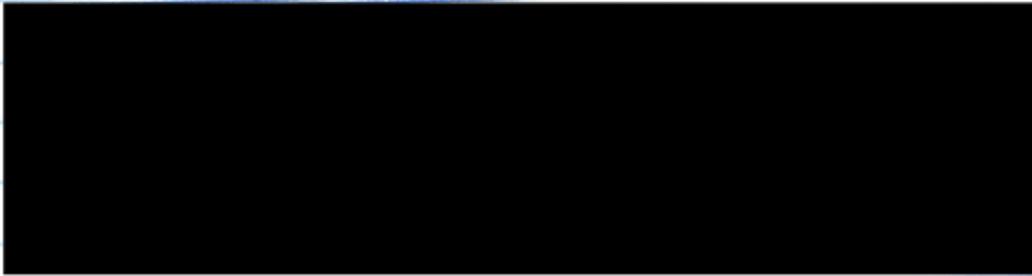
The business will ~~open~~ open Thursday, Friday, Saturday and Sunday ~~night~~ evenings in the initial stages.

eg:

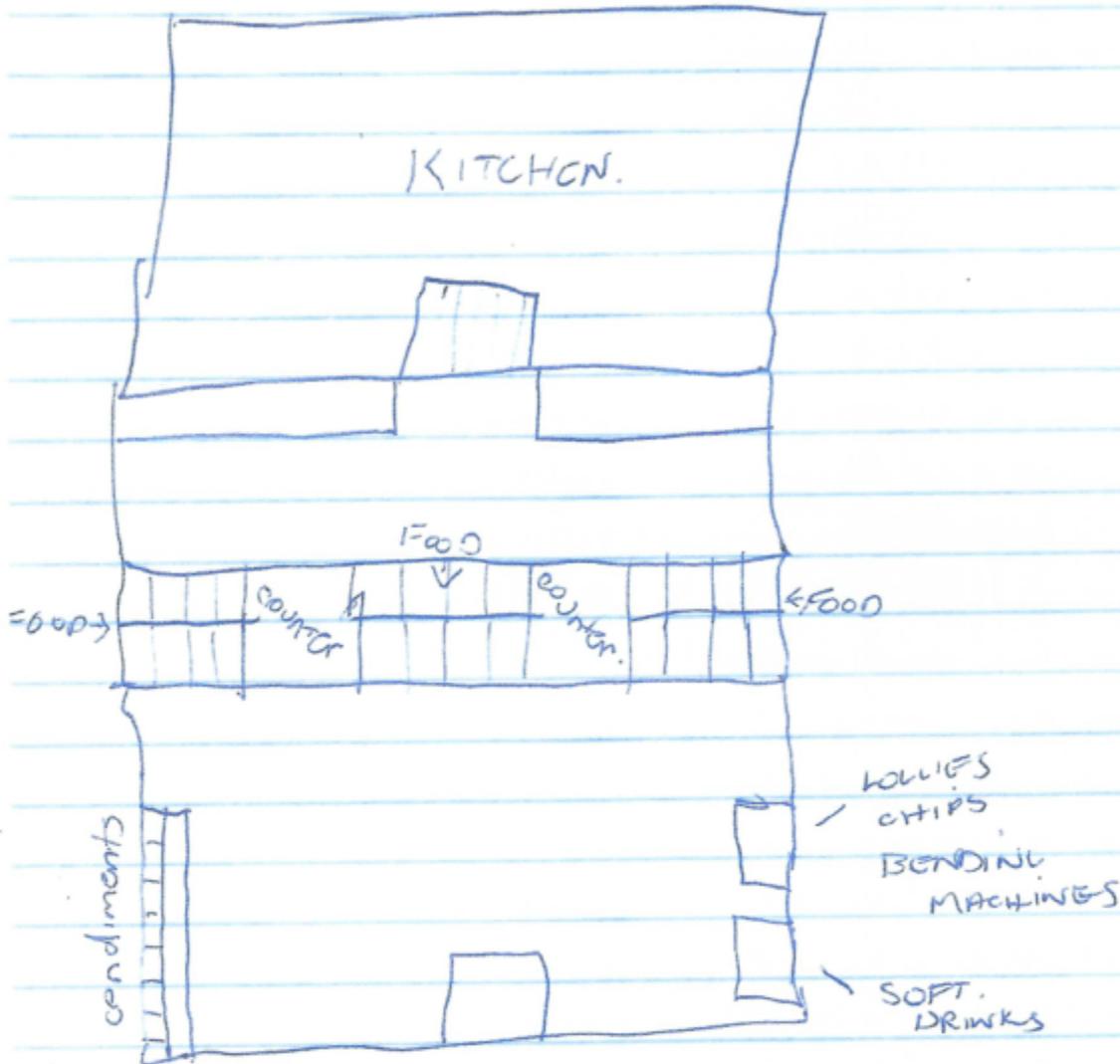
Kebabs. - \$1.20 each.

x 3 - \$3.00

Yahoo email address



# Jak's Snacks Snack



## \* MENU

- \* JAK'S SAUSAGE ROLLS.
- \* PIZZA MUFFINS
- \* wing dings
- \* hot donuts.
- \* Hot chips (bucket).
- \* Hamburgers.
- \* steamed & fried dim sims
- \* spring rolls
- \* chicko rolls.
- \* Ham & cheese
- Ham, cheese & tomato Rolls:
- \* Cury puffs.
- \* stuffed potatoes.

- \* calamari rings
- \* KEBABS.
- \* Hotdogs.
- \* wedges.
- ~~\* Cury puffs.~~

## late night snack shack

\$5 Home delivery

opening hours - ~~8pm~~ 7.30pm till late.

- Thursday night, Friday night, Saturday night.

- Sunday night till 10pm.

Thurs - 7.30pm - 1am.

Fri - 7.30pm - 3am.

Sat - 7.30pm - 5am.

Sun - 7.00pm - 10.00pm.

\*second business run from same premise

Dial-a-shopper - DEVELOPING HOME DELIVERY SERVICE

KNOWN AS UBER - COMPLETED 2013 - 2016.

REFER TO STAGE 4.

combine both business into one premise.

Location: Alexandra St.  
middle of all hotels.

## Action Plan

- \* Customer Survey - teenagers - clinics  
- kids friends  
- Jaylenes  
- kids
- \* hotel customers,  
shift workers.
- \* market research - McDonalds  
competition - 24 hour service station
- \* market segmentation -  
\* Teenagers.
- \* shift workers : nurses taxi drivers  
doctors.  
NYStar  
Hotel patrons.

## Licences

- \* Food Handling Licence
- \* Radio music
- \* late evening hours -
- \* Take away packaging
- \* signage
- \* food warmer ovens rental price list
- \* Premise rental price + outgoings - approval: land lords
- \* Renovations
- \* Bulk food prices - York Rd. - enquire - Business accounts  
eat.
- \* <sup>industrial</sup> Deep fryer rental prices

## Equipment needed

- \* Food warmer ovens.
- \* Fridges + freezers.
- \* microwave oven.
- \* deep fryer.
- \* steamer
- \* toaster.
- \* utensils (kitchen).
- \* 2x cash registers
- \* hoblog-steamer.
- \* flat top cooker.
- \* sandwich press.
- ~~\* counter~~
- \* bins
- \* Food containers
- \* sauce bottles
- \* vending machines
- \* donut maker.
- \* oven (sausage roll)

## Renovations (premise)

- \* counters. (serving).
- \* benches: kitchen, sauces.
- \* room divider: separate front from kitchen (preparation area).
- \* signage

## \* Research

- \* Food prices (bulk buy).
- \* Food sale prices
- \* competition
- \* opening hours. - regulations
- \* wages.
- \* food handling standards/requirements
- \* suppliers - Food
- \* Rental - industrial
- \* suppliers - packaging
- \* insurance
- \* licence's requirements

employees needed.

Port Pirie Region

office base.

: receptionist / phone station operator. x 2.

: drivers : ~~greasy~~ Day services x 2.

: Weekend / night services x 2.

Order forms sent Thursday - collected mondays + monies  
Groceries, bought ~~and~~ Tuesday, delivered Tuesday night  
Deliveries start 5pm.

Day service operating times 9am - 5pm

Weekend / after hours service 5pm - 9am.

Hotels, Motels, cabin parks - After hours service / weekends  
Alcohol, cigarettes, snack foods, take away foods.

offer % to management of establishments on a weekly  
basis to promote service to patrons of the hotels, motels,  
cabin parks. Work hand in hand.

\* café bar

\* Donuts (FRESH)

\* sausage rolls

\* chips

\* Hot chips

\* hotdogs

\* choc bars

\* icecreams

\* mini pizzas

262 2748

~~NO NEEDS.~~  
\* under 18's  
internet café  
\* NEW BUSINESS IDEA

\* milkshakes

\* cappacino

\* tea

\* thickshakes

\* smoothies

HAND WRITTEN - PORT

PIRIE

NOT INSTALLED ON

COMPUTER

# Data

## Questions:

- \* Licences needed for alcohol deliveries - ID ect.
- \* Licences needed.
- \* insurance needed.
- \* Permission needed for Take away orders forms
- \* Definition of employee's <sup>title</sup> plus award wage.
- \* premise lease agreement - John Redden. plus office pack
- \* Supermarket price lists - via computer.
- alcohol price lists - Drive throughs, woolworths, coles  
~~liquor~~ liquor land
- \* Service stations - product lists, price lists

## Prices Structure

### \* Day services:

Grocery shopping : \$25 Average to large \$15 small  
pickups : \$10

### \* Weekend / night services

Takeaway foods : \$8.00

Alcohol : \$10.00

cigarettes:

Snacks + cigarettes

to 5 items and under

\$8.00

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The window cover

The window cover

The window cover

~~The window cover~~

The window cover

The window cover

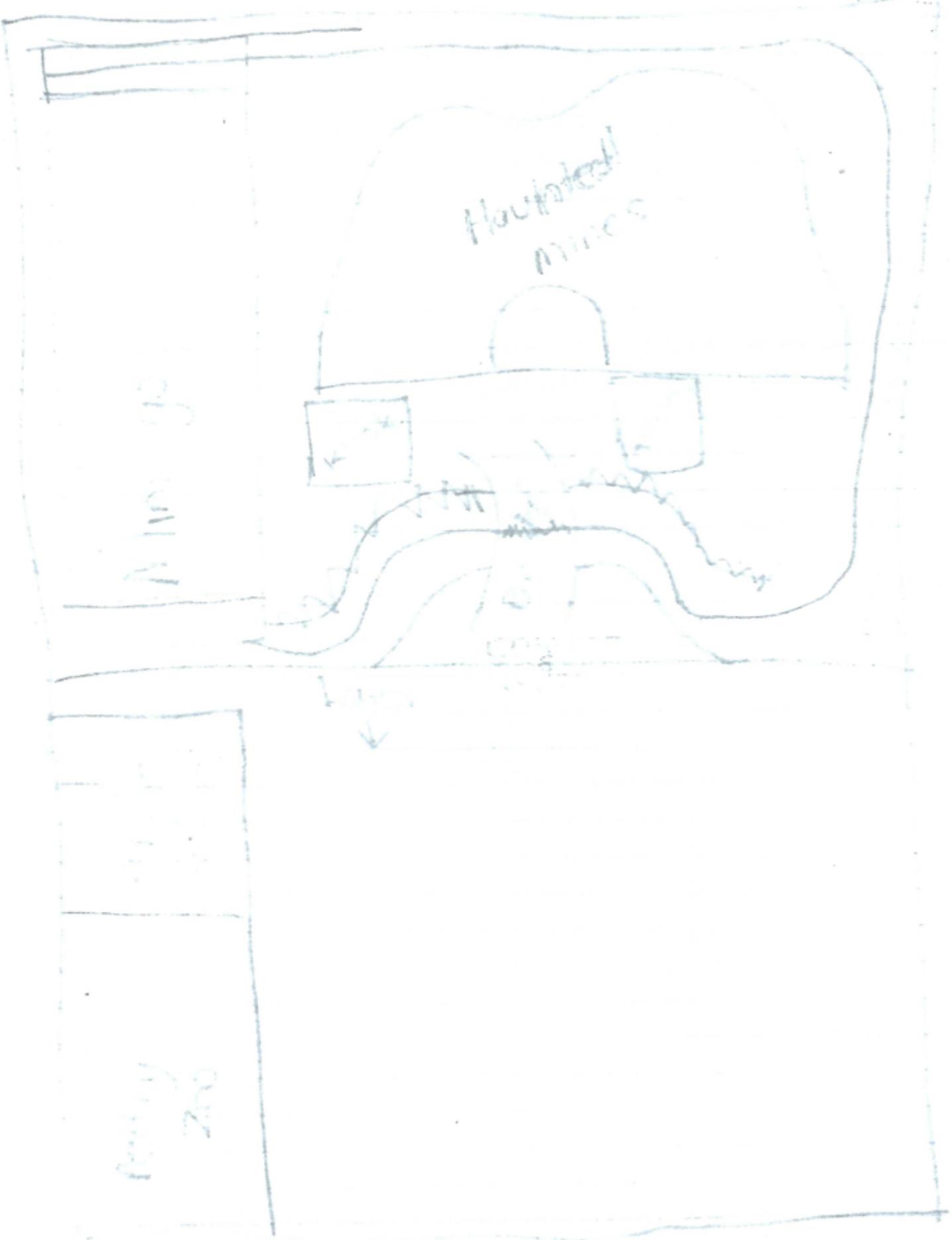
The window cover

The window cover

~~The window cover~~

The window cover

or 12/11/11



The business concept.

major products  
products & services  
management structure  
firm and its financial summary  
Personnel and financial  
strengths, weakness, opportunities & risks  
legal & other requirements (taxation, company,  
insurance  
restrictions, trademarks and  
contracts.

credit app, trace accounts, supply chain  
Trading range, description  
local applications  
Tax implications.

business plan details, initial start  
up

Market entry & analysis  
current & future market  
development

Revenue & cost structure

Trade & export details

market entry & trade & service  
development

market segment

development

costs & buying methods

market entry & trade & service

development

competition & competitive advantages

major competitors, competitors

of value

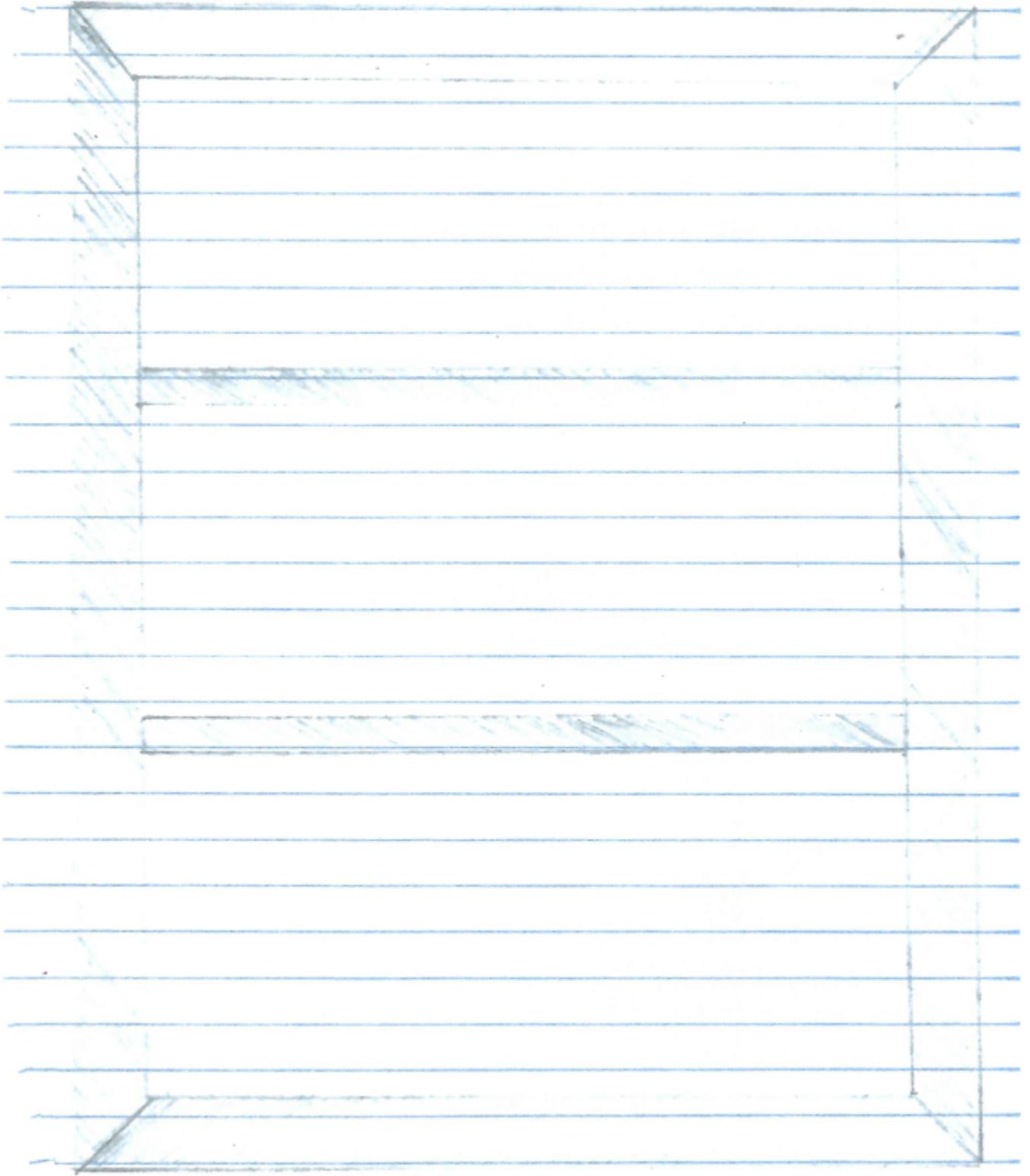
competitive evaluation

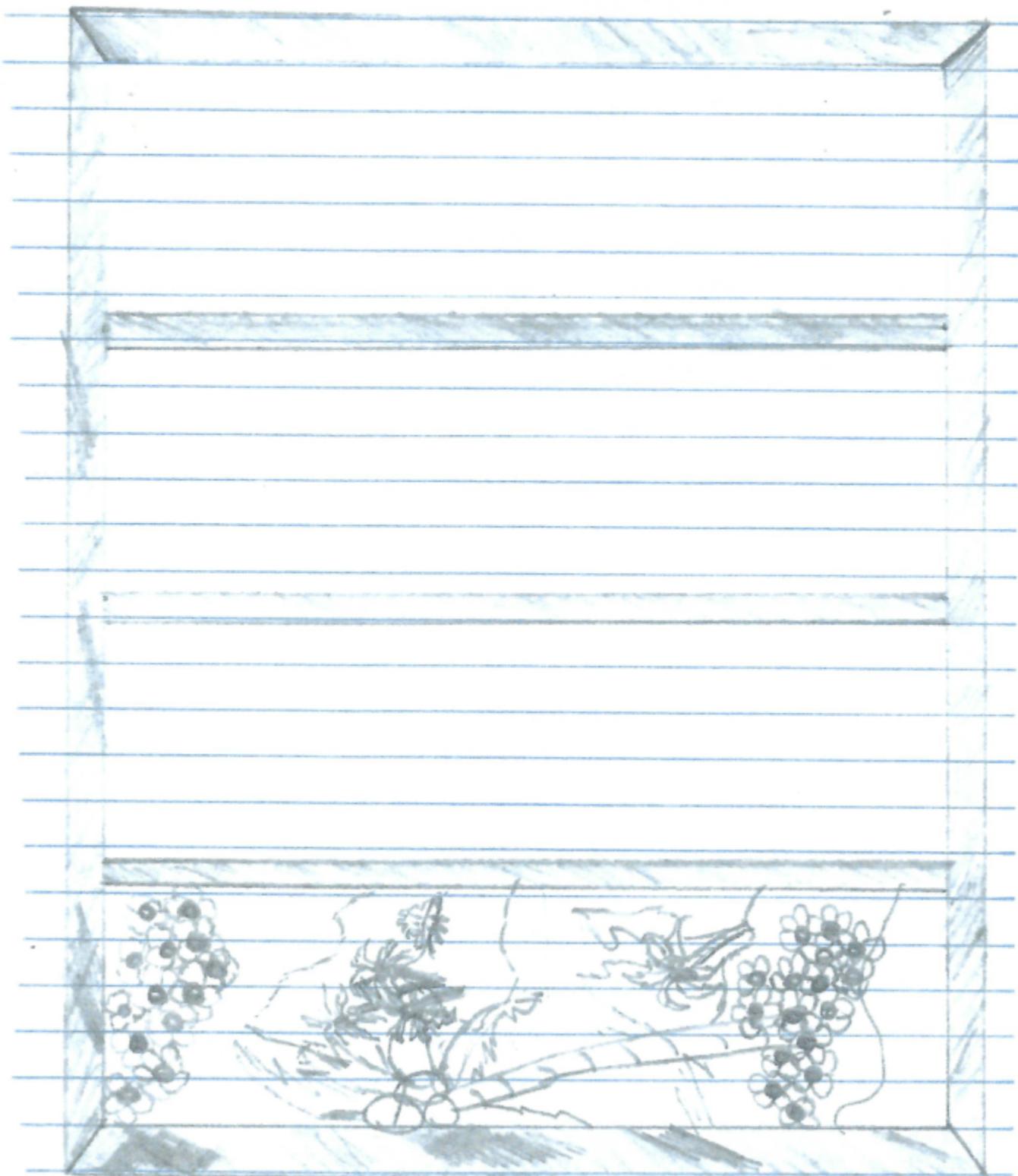
competitive strategy



ONE PICTURE SPLIT INTO THREE FRAMES

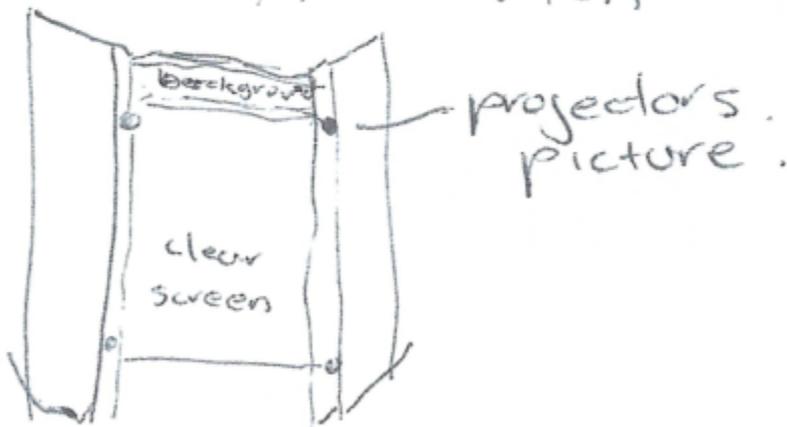
2007 - HAND WRITTEN - PORT PIRIE  
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3d picture art

- framed - gold - silver - transparent  
screen in front of cream or white preferred. ← distance from background  
background  
Shadow picture going  
across screen - moving - wind  
blowing in trees leaves - persons  
shadow moving - arms ect.  
on-off switch



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