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Preparing for the future: Business exit strategist and advisor Geoff Green presented a talk at Traralgon Vineyard last week on 'exiting business' for baby boomers and people considering selling their business in the region. photograph Bryce Eishold

Giving Green's light to go

By **BRYCE EISHOLD**

MORE than 70 per cent of Australian businesses are owned by baby boomers, according to business exit strategist Geoff Green.

It's a trend likely to change over the next decade in what Mr Green described as an "interesting time" for the region at a breakfast in Traralgon last week.

As the baby boomers continue their transition into retirement, having a plan to 'exit business' was on top of the agenda at the Latrobe Valley Network event.

"A lot of baby boomers are getting to the stage where they want to exit their business, so there's a logical market there needing help in this area at the moment," Mr Green said. "They're quite unprepared and don't have a business exit plan."



Full house: About 30 people attended the breakfast at Traralgon presented by business exit strategist and advisor Geoff Green. photograph supplied

Mr Green said children these days were less likely to take over their parents' business in the current market, compared to previous generations where it was quite common.

"I think younger people often are reluctant to go into their parents' business," Mr Green said.

"Often they're not the sort of businesses they're prepared to run and they would rather set up something themselves," Mr Green said.

"Sometimes they look at their parents and go 'I just don't want to work as hard as my parents have' and 'I'd rather have a more flexible

lifestyle and be able to do different things instead of spending 30 or 40 years in one business'."

Other areas discussed during the breakfast included the uncertainty about how long it often took for owners to prepare a business for sale and how they valued their business.

"I recommend people start thinking about their exit strategy early because a lot of people tend to put it off until it's too late," Mr Green said.

"Quite often people will then have to sell because of a health problem which prevents them suddenly from running the business and people need to be cautious of that."

He urged people to speak to business colleagues who have already exited from the business sector.

Mr Green gave talks at Warragul and Inverloch, as well as Traralgon last week.

Rotunda a welcome addition to service's new home base

By **ANNE SIMMONS**

A year after Gippsland Statewide Autistic Services Incorporated relocated to a leafy position in Newborough, the disability service provider is finally feeling like it has some room to move.

Gippsland SASI was forced to evacuate its Hazelwood Drive, Morwell location following the 2014 mine fire, then spent the next two years moving between temporary locations.

Gippsland SASI assistant program manager Darryl Wood said although the mine fire was a catastrophe, it was a blessing in disguise for the organisation to "force their hand" to find a new property.

"We haven't really done anything to the land, it was already a mini paradise," Mr Wood said.

The organisation moved to a four-hectare property, with a large open garden space which slopes down to a waterway with a fountain and flying fox.

On Wednesday, 24 May Gippsland SASI hosted a barbecue to launch a new rotunda and bitumen pathways built on the lawn following donations from Transfield Worley Power Services.

Mr Wood said the main goal was to use the funding to provide an

external program space for groups.

"We have a couple of clients with wheelchairs and they really weren't able to access the lower parts of the property," he said.

Mr Wood said the upcoming National Disability Insurance Scheme would also be a big change for the service provider.

"We've implemented a goal-setting system," Mr Wood said.

"We want our participants to be able to achieve things in their lives.

"It might be something like learning to tie their shoes, or learning to cook or to clean and things like that.

"We break down the goals into very minute steps and that way you can actually see and measure and graph the successes."

Morwell resident Rosa Caroleo hopes the NDIS will enable her 36 year-old son Adam, who has been a participant at Gippsland SASI for 18 years, to get out into the community on weekends and experience an outing such as going to the football.

Navigating the NDIS was initially "confusing" for Mrs Caroleo, however the managers at Gippsland SASI helped her map out her hopes for Adam's future.

The NDIS will become available in the inner Gippsland area from 1 October this year.



Changes: Gippsland Statewide Autistic Services Incorporated manager of Gippsland services Amanda Grumley, assistant program manager Darryl Wood and Yarram-based participant Kurt Jackson are pleased with the new rotunda. photograph Anne Simmons