



### Introduction

After some 35 years of service, the Business Networking Group (BNG) which has extensive community and business roots in Western Australia and the ASEAN sector will recommence 2026 with a new business model based on subscription.

This decision has been banded around existing active members and with excellent feedback and encouragement.

### The Business Networking Group

The BNG was created some 35 years ago because of the desire to build community and business networks for young professionals who were often seen to be irrelevant and 'too young'.

Its original name the Young Turks saw these sessions held fortnightly at hotels such as the Hyatt and Hilton and it was always associated with the direct theme and balance of fitness and wellness based on its Founder's professional roots.

The Young Turks program from inception was already formed with the provision of charitable acts and engagements in the NFP sector.

With the coming of age of its members, in fact when they turned 50 years of age, the group name of Young Turks no longer held the same relevance (!) and with that also the coming of age with life experiences and deep contacts with then spawned the Business Networking Group, the name which we are familiar with today.

The BNG today has active attendance from all avenues of professions, culture and creed and no one in our midst facing the stigma of being 'too young'.

Since the 2020s the BNG also actively hosts a mentoring program for CEOs and Directors through its Founder / Chair Ian Wee where no fees are payable but in return the request to contribute and assist in our philanthropy program and by provision of community service through its Perth Integrated Events Team engagements.

### Why Subscription?

This will be the primary question asked, and the reasons are multi fold:

- a. We are now establishing our further roots for legacy building as we aim to be relevant for twenty more years.
- b. The cost of business operations hosted primarily by Ian Wee now requires a more sustainable model.

- c. The BNG activities and services have expanded significantly in the past 5 years.
- d. We feel that the cost of subscription is sustainable for all as we already provide value added services and benefits in our annual BNG program.

### What Cost is Subscription?

We kick off this program with three models appended here:

1. Early Bird Membership (10<sup>th</sup> Dec 2025 to 31<sup>st</sup> Jan 2026): \$60.00 per person  
Membership valid for 13 months.
2. Normal Membership (1<sup>st</sup> Jan to 31<sup>st</sup> Dec 2026): \$60.00 per person  
Membership valid for 12 months
3. Group of Three Membership: (1<sup>st</sup> Jan 2026 to 31<sup>st</sup> Dec 2026): \$170.00  
Valid for three members of the same organisation / company for 12 months.

### Benefits of Annual Subscription

1. Reduced Entry Costs to our Events.  
In 2026 the BNG plans to host a total of 8 Networking Sessions and 2 Special Networking Sessions.
2. Discount Codes
  - Discount Codes obtained from synergy partners will from 2026 be exclusive to subscribed members.
  - Our range of discounted products and services will also be released from Jan 2026 and will cover an extensive range which can include services provided by our members.
3. Alliances with other Business Partners and Councils
  - In 2025 the BNG built significant alliances and friendships with business councils in Western Australia.
  - Our 2026 plan includes joint sessions with chosen partners from these business councils.

#### 4. Curated Networking Links

- The hallmark of referrals and building networks that defines the BNG through Ian Wee continues into 2026

#### 5. Perth Integrated Events Team

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- In its 27 years of operations in 2026, the Perth Integrated Events Team is closely associated with the Business Networking Group.
- Its suite of activities is mostly associated with charity fund raising and awareness building for charities and non for profits.
- Its activities also a means for BNG members to engage in fitness and health and from its extensive database, also a source of referrals to BNG

#### 6. Business Mentoring

- A business mentoring program hosted by Ian Wee for CEOs and Directors will be offered to subscribed members of the BNG and opportunities provided to either donate services to the nominated charities of the BNG or by direct subscription of fees to these nominated charities.
- This program will require discernment and selection by the BNG Founder and it accepted only on a case-by-case basis.

#### 7. Corporate Partnerships

- Three levels of Corporate Partnerships are available with the BNG and they are in three tier modes.
- Bronze: \$5000 per annum
- Silver: \$10 000 per annum
- Gold: \$20 000 per annum
- These partnerships are offered on an approach basis and the make up for each level is by negotiation at the start of each year.

## 8. Social Media

The Business Networking Group hosts the following social media handles:

LinkedIn: <https://www.linkedin.com/company/business-piet>

Facebook: <https://www.facebook.com/perthintegratedevents/>

Website: <https://piet.com.au/business-networking>

(Note subscription fees for 2026 will be used to also upgrade our current BNG website)

### Further Information

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