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Pointer to success

New civil engineering firm achieving its goals

Jenny Dillon
Small Business Editor

JUST three years after starting their own company, civil engineers Michael Snare and Brendan Bilston have taken out three of the five ACT Telstra Business Awards.

Now one of the largest specialist project management consultancies in Australia, Point Project Management took out the Panasonic Medium Business Award, the Sensis Social Responsibility Award and the overall Telstra Business of the Year.

Other winners were Succeed Personal Development, which won the BusinessOwner Micro-Business Award sponsored by *The Daily Telegraph*, and PSI Asia Pacific which took out the MYOB Small Business Award.

Mr Snare said the company's

success came despite it never having won a publicly advertised tender.

"We are particularly proud of the fact that we surpassed our three-year goals within six months and our five-year goals within one year," Mr Snare said.

The social responsibility award acknowledged the company's commitment to a staff member who, just three months after he started, was diagnosed with lymphoma. The company has raised nearly \$100,000 to support him and his family.

Succeed Personal Development has achieved success in the highly competitive fitness industry. Winning the BusinessOwner Micro-Business award came on top of earlier this year being voted by its peers as Australia's best personal training business.

"I really believe we have a good point of difference," founder Scott Williams said.

"We're not just a fitness company where you do a training session and then go home. We try to make an impact on people's lifestyles.

"Everybody gets more baggage as they get older and adults have many issues, so we work on their mental fitness as well."

As well as training adults, for the past four years, Mr Williams has been running his Bright Futures program out of 15 primary schools. He is now developing his Little Commandos program for early childhood centres.

All winners will now go to the national Telstra Business Awards, in Sydney on August 20.



Making a difference: Telstra Business Award winner Michael Snare (left) discusses a project