

## Education & Training



Chairman **Keith VanderVennet** (Wolseley Canada) reports:

### Future Workshops and Webinars

Fall 2010/Winter 2011 workshops and webinars offered by CIPH in conjunction with PIDE will include the following:

- On November 10, 2010, CIPH will be co-hosting an executive summit led by Michael Marks that is aimed at senior leaders in the manufacturing and wholesale distribution sectors and will specifically address a series of key issues at the policy and strategic direction level. The event will be hosted in conjunction with Electro-Federation Canada.
- Jim Ambrose's "package" of webinars, "Five Fundamentals for the Wholesale Branch Manager", will be delivered as a series of five interconnected 1-1/2 hour presentations over five consecutive weeks beginning on October 25<sup>th</sup>, 2010. Created exclusively for CIPH, "Five Fundamentals" will include the following:
  1. **Intro:** The "5,000 foot View" and Account Package Management Basics
  2. **Cracking Accounts:** Aim, Arm and Engage (Includes a copy of Jim's book "Cracking Accounts")
  3. **Team Building and Problem Solving:** Establishing the Mini-Huddle culture in your branch
  4. **Communication:** Your style and habits and managing people and performance
  5. **Basic Financial Analysis:** Review of the financial statement and use of simple financial analysis to better manage the business (Includes a copy of Jim's "My Business Analysis" software)
- Frank Foster's series of 1-1/2 hour sales skills webinars will be delivered on a monthly basis and will include the following:
  - October 4, 2010: **"Managing Your Time"**
  - October 18, 2010: **"Stop Selling – Start Asking! – Prospecting Skills for Today's Market"**
  - November 15, 2010: **"The Art of Influencing Buying Decisions"**
  - January 17, 2011: **"Attitude = Altitude! If You Don't Know Where You Are Going – You May End Up Somewhere Else!"**
  - February 21, 2011: **"Negotiating Skills and Techniques"**
  - March 21, 2011: **"Full Line Selling – Managing Major Accounts to Maximize Sales & Profits"**
- Proposed "Market Insights" webinars for the fall of 2010 and spring of 2011 will include an update on what impact the new "Eco Tax" in Ontario will have on businesses, Mohawk College's "Industrial Distribution Leadership Certification Program", featuring Richard Ayuen, and CIPH's "Two Grey Suits" HR Program featuring Barry Chapman.

Stay tuned for information on how to register for these valuable and informative training opportunities shortly!

For more information contact [s.apps@ciph.com](mailto:s.apps@ciph.com)