The CCSPA/CCTFA Annual Management Conference Bulletin will be issued each month prior to the conference in October. Each edition will provide updates to the conference program and will feature some of the many valuable business and speaker sessions that will be offered during the conference.

Register Prior to August 3rd to be Eligible to Win!

There is still time to have your name entered in the draw! The draw, a weekend for two (room & taxes) at the Fairmont Château Laurier in Ottawa, will be held for those members who submit their paid conference registration prior to August 3, 2004. A copy of the conference program and registration forms may be obtained on-line at http://www.ccspa.org/calendar/index.html or by contacting Nancy Hitchins at 613-232-6616, ext. 12.

The Canadian Retail Revolution

Just one of the many popular business sessions at this year’s annual conference that attendees won’t want to miss is The Canadian Retail Revolution: Understanding and Thriving in the Hyper-competitive Retail World.

It is not about change, it is about the speed of change. What consumers and retailers were like a few years ago has nothing to do with where they are today—and where they will be tomorrow. Join John Williams, Senior Partner, J.C. Williams Group, to obtain insight into the significant shifts in shoppers’ attitudes towards shopping and purchases of fashion products, sophistication, brands, convenience, and value offers. This is being reflected in where they shop, what retailers they visit, and where suppliers should be going. During this session delegates will also hear what winning companies are doing, what strategies will prevail, and how best to compete in the Canadian marketplace.

The Future of the Baby Boom in Canada

Early in the 1990s, David Cork, Director, ScotiaMcLeod, became increasingly aware of the social impact of the baby boom in North America by watching the maturation of his own clients. As they matured, this group of boomers was becoming increasingly interested in investing in financial markets to save for their kids’ educations and to fund their own retirements. David began seriously researching the topic of demographics and quickly realized the tidal wave of baby boomers was poised to hit the financial markets, driving them to unprecedented heights. In 1996, David translated his practical experience and extensive research into the best seller, The Pig and the Python: How to Prosper from the Aging Baby Boom. During his session, David will share with delegates his unique perspective on the future of our lives, our careers and our finances.

For More Information

For more information on the CCTFA / CCSPA Annual Conference please contact Louise Hope at CCTFA, 905-890-5161 ext. 249, Nancy Hitchins at CCSPA, 613-232-6616, ext. 12.