



It's the B.O.M.S Fall Conference

(Building Organization Management Skills)

DRAFT AGENDA

Attending this conference is going to give you **FIRST ACCESS** to an exciting new program that is being offered! Not only will you have free access to this program (savings of over **\$450 US** per year), your members will also get a 20% discount!)
The program will be revealed at our fall conference (and it's the BOMs!)

Wednesday, November 7th

Chamber Executives of Ontario - Board of Directors Meeting - 2:30pm
Registration - 3-6pm
Reception - cash bar - 6pm
Welcome Dinner
Networking / Swap Shop

Thursday, November 8th

Breakfast - 7:30-8:30am

How to Communicate Like a Leader in Difficult Situations

Let's deal with the top 10 issues and how we handle them. Jim Gray will lead you through some examples and you'll get a chance to ask questions on your specific situation!

The Age of "I" : Igniting Ideas to Service the "Uncompromising Customer"

The Age of I reflects our desire for both being inclusive and individual, both assimilation and differentiation. Customers today do not want either/or solutions: they want the best of both worlds where the best trade-off is no trade-off. Customers expect brands and businesses to optimize sales, events, policies, & programs around conflicting needs. "The needs of the uncompromising self"

Meet This Year's James Gordon Carnegie Award Recipient - Gail Hundt

Find out how Sofie Andreou is going to help us, as Chambers/Boards update our skills when it comes to social media!

Lunch

Concurrent - In-Depth Discussion with the Hon. Iain Black, ICD.D- Part 1 & 2

Vancouver Board of Trade

Concurrent - 'Be the Bomb' (awesome) with your Business Development Skills

Learn 'the speak' for your opening, ongoing, and closing sales process

Ask questions, share ideas and work with Jim Gray to enhance your current skills!



Concurrent - "Igniting Your Membership": Creating a Formal Recruitment Strategy

Lana Lang will lead us through the steps to create a formal recruitment plan for your organization.

Concurrent - M.O.D. Squad: A Mentors Open Discussion

Let's talk to those that have been there! Our Mentors from a small, medium, and large Chamber will be there to answer all your questions.

Ontario Chamber of Commerce & Canadian Chamber of Commerce Updates

**We'll meet in the Hotel lobby and walk across the street for dinner at the Stonehouse 6pm
Networking in the Hotel Lounge**

Friday, November 9th

Build Relationships & Memorable Experiences Through the Power of Video

How video can be a 'game changer' for your Chamber/Board.

Javed Khan will discuss how video is becoming one of the most cost effective and most utilized digital tools out there, and how you can easily, quickly and most importantly cost effectively' implement it in your organization.

Conducting Member Surveys - Master Class.

Become a survey ninja! Tips of the trade as revealed through a Chamber Member Case Study. You will leave this session with the tools necessary to undertake your own member survey.

Break

What's on Your Mind?

What's On Your Mind, is your chance to have open discussions with your peers. Ask questions, share ideas and generally discuss issues, concerns and successes!

Lunch and Closing Remarks