



cNotes National Edition | May 2006

News and Ideas for Canadian Management Consultants

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CAMC Career Centre – Recent Postings

Senior Consultant – SPM Group Limited, Toronto ON

Senior Consultant, Finance SG&A Cost Optimization – Karabus Management, Toronto ON

Director, Client Service – Brendan Wood International, Toronto ON

Visit www.camc.com/index.cfm?PID=12755 to view these opportunities and more (CAMC member login required). Members can also input and maintain their own Career Site employment profiles.

The CAMC Career Site is dedicated to connecting members, employers, professionals and clients throughout the management consulting industry using a fast and easy-to-use web site designed to provide members with a multitude of great employment and consulting opportunities. We know this industry has specialized career needs and the CAMC Career Site is the best place on the web to support your job and project searches. Whether you are actively looking for a job, passively waiting for the “dream” job, or would just like a place to store your resume, the CAMC Career Site is the place for you.

Benefits:

- Search and apply to jobs and RFPs **24/7**
- Secure and confidential profile posting tool that allows you to **post, edit, and delete your resumes and cover letters at your convenience**
- Store up to 3 unique profiles – **FREE!**
- Make your resume available to **prospective employers around the clock**
- Receive **job notifications directly to your inbox**
- **Application tracking** feature allows you to see where you stand throughout the application process
- Customized **Job Search Agents** available to search for jobs even when you can't.

Login today at www.camc.com/index.cfm?PID=15519 to input your personal profile.

Member in the news: Dr. Richard Leblanc CMC

Richard Leblanc CMC was the subject of “From the classroom to the boardroom,” a feature article that appeared in the May 18 edition of the Globe and Mail's Report on Business section. In the

article, Brian Christmas outlines Richard's work with two Australian company's to develop a method for diagnosing board effectiveness.

Excerpt from "From the classroom to the boardroom"

"Richard Leblanc could be excused for feeling a little ahead of himself. For much of the past year, the Toronto academic and governance consultant has been operating on Australia time, helping a law and an accounting firm there devise a method for diagnosing the effectiveness of boards of directors." - *Globe and Mail*, May 18 2006.

To read the full article, visit:

<http://www.theglobeandmail.com/servlet/story/LAC.20060518.SRLEBLANC18/EmailTPStory/>

Richard is a member of the GTA Chapter of CAMC. In addition to being a CMC, he is an award-winning teacher, professional speaker, professor, lawyer and independent advisor and specialist in effective corporate governance.

If you have published a book or article, or given a media interview, please let us know! Email hmiller@camc.com and we will include a notice in an upcoming issue of cNotes.

"Strategy Means Saying No" by David Maister

The latest article from David Maister is now available at <http://davidmaister.com/articles/4/95/1/>. In this piece, David explores the difficulty that most businesses have in sticking with their strategy in the face of opportunities for off-strategy revenues. David concludes that this inability to focus creates a credibility problem that must be addressed by the top executives of the firm. This is one of the topics David covered at his May 16 presentation in Toronto, hosted by the Association.

David is also podcasting. His latest entry on managing professionals is called "Motivating Professionals" and can be found at <http://davidmaister.com/podcasts/3/>.

For a complete list of articles, podcasts and information, visit www.davidmaister.com.

Anti-spam security feature to be added to CAMC website

The CAMC member directory is a highly valued member benefit, but has also been the source of ongoing spam messages to our members. An email contact form was added to the directory in June 2005. Recently, spam programs were used to duplicate the email contact form and send automated messages to members.

To prevent future attacks of this kind, we are currently implementing a random image security feature. This feature will produce a visual representation of random characters that can be easily read by humans, but difficult for a computer program to interpret. Site visitors will be required to enter into a separate input box the letters they see in the image in order to distinguish humans from machines.

As always, members have the option of hiding the email contact form on their online directory profile. To access your online profile and change your email setting, go to the member login page at www.camc.com/index.cfm?PID=12516. Once you have logged in, you will see a link on the right side of the page to "Edit Profile." This page allows you to change your profile and hide the email contact form. If you would like your online profile removed entirely, please email hmiller@camc.com.

CAMC Affinity Centre: Instant access to real savings!

CAMC is committed to building membership value through unique partnership opportunities. Visit the CAMC Affinity Centre at www.camc.com/index.cfm?PID=12948 for a full list of our official

partner organizations, including...

Workopolis

- Valuable discounts on Canada's biggest job site – save over \$97 on every single job posting.
- Place your job in front of hundreds of thousands of candidates at workopolis.com and save.
- Post now and receive your 15% discount through the CAMC Affinity Centre.

Premier Fitness (currently available in Ontario only)

Ready for t-shirts, tank tops and shorts? This exclusive offer from the Venngo and Premier Fitness can get you started. Only available through the CAMC Affinity Centre for you, your family and staff.

- 1 year Gold Membership – ONLY \$399
- Access to all club locations
- NO \$100 assessment fee
- NO additional fees
- FREE 3 month family member pass

Visit the [CAMC Affinity Centre](#) to get started!

Professional development and networking events for management consultants

The Association website includes listings of PD and networking events in Canada and beyond. Visit www.camc.com/index.cfm?PID=12514 to see a complete list of events.

Attention CMCs: All Professional Development events are worth one point per hour towards your CPD requirements.

CAMC Chapter and Institute Events

Thursday, May 25

ICMCA Annual Awards Dinner, Edmonton AB

GTA Chapter Government Consulting SIG Presents: Procurement by the Government of Canada, Toronto ON

Friday, May 26

Strategic Positioning with Clients and Stakeholders, Victoria BC

Monday, May 29

ICMCBC Annual General Meeting and Awards Night, Vancouver BC

GTA Chapter Health SIG: Founding Meeting, Toronto ON

Tuesday, May 30

GTA Chapter BPI SIG Presents: Intrapreneurship and Business Process Improvement, Toronto ON

CAMC Manitoba Meeting & Celebration, Winnipeg MB

The CAMC Learning Tour, Calgary (morning) and Edmonton (evening), AB

Wednesday, June 7

New Strategy for National Research Council of Canada, Ottawa ON (details to be announced soon)

Other events of interest to management consultants

Saturday, May 27 – Building Your Information Marketing Empire, London ON

Monday, May 29 – Alberta Labour Force Strategies Conference, Edmonton AB

Tuesday, June 6 – The Power Within for Women, Toronto ON

June 14-15 – 6th Annual ICMCI European Hub Meeting, Milan, Italy

Friday, June 16 – How are Innovation and Risk Management in Europe affecting Consultants: Dive or Die, Milan, Italy

June 16-24 – Shambhala Institute for Authentic Leadership Summer Program, Halifax NS

Insurance benefits for Association members

The Canadian Association of Management Consultants has partnered with the following organizations to provide its members with preferred rates on many types of insurance programs.

LMS Prolink Errors + Omissions Liability Insurance: As if getting the right protection at a terrific price isn't enough...

Our Errors + Omissions Liability Insurance broker is so confident, that they have the best group program for Management Consultants they are giving away a Home Theatre System.

For more information, visit www.lms.ca/camc.

Meloche Monnex Automobile, Home & Travel Insurance

As Canada's leading affinity marketing organization, Meloche Monnex has more than 235,000 clients belonging to over 150 professional, alumni and university student associations. Founded in 1949, today Meloche Monnex is the leading provider of insurance and added-value financial services to members of these associations.

For more information visit www.melochemonnex.com.

Crossgrove & Company Financial Services Ltd. Critical Illness, Disability, Life, and Health Insurance

For over a decade Crossgrove & Company has had the privilege to provide leading Individual and Group Risk Management Services to CAMC members. We have both witnessed each other experience tremendous growth over the years, however neither organization has ever lost sight of personalized service and an ongoing commitment to excellence.

For more information visit www.crossgrove.com/camc.

News from Victoria: Consulting Matters available online

The Vancouver Island Chapter of CAMC recently published the Spring 2006 edition of their newsletter, Consulting Matters. In addition to Chapter news, this issue includes useful tips and articles for consultants from coast to coast. The newsletter is available in PDF from the Vancouver Island Chapter news page: www.camc.com/index.cfm?PID=13093.

Highlights from the Spring 2006 issue:

- Risk Assessment & Risk Profiles
 - The Strength of the CMC Designation –The Value Proposition
 - The Four P's of Selling Consulting
 - Bookshelf & Resources
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Consulting resources at www.camc.com

The Association website is updated weekly with information and articles to keep our members informed and up to date. Click the links below to find out what's happening and how to make the most of your CAMC membership.

Consulting Resources: www.camc.com/index.cfm?PID=12595

Catch up on Association news, find back-issues of cNotes National, read reports related to the consulting profession, including book reviews and articles submitted by fellow Association members.

Membership Central: www.camc.com/index.cfm?PID=12596

Information on group insurance rates and links to other member services can be found here.

New Member Kit: www.camc.com/index.cfm?PID=1259712597

Students and full members will find the files and links with all the information needed to start their membership.

CMC Program: www.camc.com/index.cfm?PID=12598

Members pursuing the CMC designation will find all of the forms, documents, links and information required to complete the CMC program.

Provincial Institutes: www.camc.com/index.cfm?PID=12764

A complete listing of Provincial Institute members across Canada.

How to get the CMC logo

You've worked hard to achieve the CMC designation, now it's time to tell the world! If you would like to add the CMC logo to your business card, letterhead, proposal documents, PowerPoint presentations or website, please contact Sandi Cox at scox@camc.com. Please indicate how you intend to use the logo to ensure you receive the appropriate file type.

Make your voice heard

If you have comments about what you've read in cNotes, or have a contribution or suggestion for the Editor, we want to hear it. We can't reply to every email we receive, but we do read all of them and we take your opinions seriously.

[Click here to send a message to the Editor](#)

Visit our website

Get more information on the world-renowned CMC designation, find a consultant, and make connections in the profession. All this and more is available to you every minute of every day on the Association's website. www.camc.com

cNotes is the newsletter of the Canadian Association of Management Consultants. We hope you find it useful and enjoyable, but if for any reason you wish to remove yourself from our mailing list, [email sgriffith@camc.com](mailto:sgriffith@camc.com).