

Connections

... get plugged in to your network

January 2010

Chamber President meets with PM



A recent meeting in the PM's office featured from L to R: Catherine Swift, CFIB; John Manley, Canadian Council of Chief Executives, Prime Minister Stephen Harper and Canadian Chamber President & CEO Perrin Beatty. Photo credit: Deb Ransom

Earlier this week, the Chamber was invited to bring forth business concerns on behalf of its members across the country when it sat down with other business leaders and Prime Minister Harper.

In preparation for this meeting, chamber members were invited to submit their concerns and wishes for inclusion in the upcoming federal budget.

Thanks to the more than 40 chamber members that took the opportunity to bring forward their members ideas for the Chamber's meeting with Prime Minister Stephen Harper.

An update from this meeting is available on the Chamber's home page: www.chamber.ca.

In addition to this meeting with the PM, January 20th, Perrin Beatty also represented business at a pre-budget consultation held in Windsor with Finance Minister Jim Flaherty.

Chamber adds resources to important Canada-U.S. file
This week, The Canadian Chamber of Commerce added to its ability to work the Canada-U.S. file by naming Paul Frazer, a principal at 3 Click Solutions based in Washington, D.C., as a special advisor on Canada-U.S. issues.

The two countries have built the largest bilateral trading

relationship in the world which includes \$1.6 billion in two-way trade and 300,000 travellers crossing the border each day.

Thirty-seven of the 50 U.S. states rely on Canada as their largest export market. Canada's greatest trade partner is the United States, and for the United States, it is Canada. Major benefits flow from this long-standing relationship, including 7.1 million jobs in the United States and 3 million jobs in Canada. This unparalleled cooperation has the potential to move our economies towards a more successful footing.

As a result of this critical relationship, The Canadian Chamber of Commerce has established a permanent presence in Washington with 3 Click Solutions; their team brings outstanding knowledge and expertise that will greatly strengthen the Chamber's work on behalf of members and the Canadian business community as a whole.

The 3 Click Solutions team works on a variety of matters including energy, the environment, trade, cross-border issues and healthcare. 3 Click Solutions is made up of a multifaceted team that incorporates new media and public relations, federal government and state affairs as well as international affairs.

Pre-Budget Consultations

In early January, chambers were invited to hold pre-federal budget consultations in their own communities. With Parliament prorogued, we thought that MPs might be available to do these events in their ridings.

We also thought it might be useful for you and your members to feed into a pre-budget submission being prepared by our Chief Economist Tina Kremmidas. By submitting a document that represents business issues

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across the country, we would be advantageously using "the power of the network". Please consider adding your chamber's members' voices to ours. If you do not recall receiving your pre-budget "kit", the contents are available on the Chamber's Network Member's section, under "Advocacy at Work"

TD Merchant Services payment processing program - is it aiding in your retention plan?

One big advantage of the Chamber's TD Merchant Services program (in addition to the great rates) is the quarterly list of program participants that is provided.

This list gives you the capability of tracking your members' participation in the program - if they lapse as members, why should they still be taking advantage of this program? TD will advise them that without a valid membership their rates will be adjusted - up. This usually motivates a membership sale.

The fourth quarter lists have just been posted on our Web site this week and are available in *Chamber Network Members* section.

In addition to the quarterly lists, you should be using the TDMS rep assigned to your chamber as an extra sales channel for your chamber. If you don't know who your rep is, contact Jennifer Hagen, jhagen@chamber.ca. Some chambers are using these reps to excellent sales advantage - perhaps you should be too?

New chamber members

We welcome three more links in the cross-Canada network this month:

Sherbrooke Chamber of Commerce (Qc), Louise Bourgault, Executive Vice President and General Manager, lbourgault@ccsherbrooke.ca.

Chamber of Commerce of Lac Saint-Jean Est (Qc), Daniel Dubé, General Manager, daniel.dube.ccil@qc.aira.com.

Chamber of Commerce of Pierre-Le Gardeur de Repentigny, Linda Mallette, Executive Director, dg@ccrepentigny.qc.ca.

New chamber managers

Tanya Van Buskirk, Executive Director, Bonnyville Chamber of Commerce (AB), manager@bonnyvillechamber.com.

Jackie Kavanagh, Manager, Carleton Place & District Chamber of Commerce (ON), jackie@cpchamber.com.

Marie-Josée Denis, Chamber of Commerce of Haut-Richelieu (Qc), denismj@cchautrichelieu.qc.ca.

Ted Savelle, Executive Director, Northwest Territories Chamber of Commerce, admin@nwtchamber.com.

If you are a new manager or have changes that you would like the network to know about - let Stacey Roy know, sroy@chamber.ca.

Travelling south? Have you taken security measures at home?

At this time of year when many are heading south to escape the cold and snow, we thought it prudent to share this article provided to us by Johnson Inc. one of our chamber benefit providers.

Many chambers received cheques in December for their participation in this new benefit program. Johnson Inc. offers a home, auto and travel insurance program (where applicable). If you'd like more information on the program, contact Colin Kuefler at colinkuefler@johnson.ca.

Home security tips for the traveller

When preparing for a vacation, travellers become focused on their trip. Packing, getting their travel documents in order and going to the bank are always the top priority. Travellers must not, however, forget the importance of preparing their home for their departure. The key thing to remember is to make the house look "lived in". Imagine the disappointment and desperation you would feel when returning from a fabulous trip only to find that your home has been vandalized or burglarized.

Here is a check list of home security tips to ensure you are not faced with any unpleasant surprises on your return.

- ❑ Arrange for your pets to be looked after by a neighbour or animal boarding shelter.
- ❑ Discontinue delivery of newspapers, mail and other deliveries.
- ❑ Arrange for a neighbour to clear your mail box daily.
- ❑ Store all valuables in a secure place.
- ❑ Have your house plants watered.
- ❑ Lock all doors and windows. If possible, secure ground level windows and patio doors with a bar.
- ❑ Notify a trusted neighbour that you will be away - they can keep an eye on the house to ensure nothing untoward is taking place.
- ❑ Set automatic timers on the lights.
- ❑ Turn your thermostat to "low".
- ❑ Clear your fridge of any perishable foods.
- ❑ Take the garbage out!

Many of these suggestions are common sense, but its good to be reminded of the importance of maintaining a "lived-in" look for a home. Unplowed driveways and overflowing mailboxes are sure signs of absent home owners. By taking the above precautions you can leave on your trip secure in the knowledge your home will be standing and intact upon your return.

Should you wish a copy of this text to include in a member newsletter, contact Jennifer Hagen, jhagen@chamber.ca.