



CSMPS

CANADIAN SOCIETY FOR MARKETING PROFESSIONAL SERVICES

CONNECTING PEOPLE.
SHARING RESOURCES.

Register Today!

January 23, 2012

Four Seasons Hotel

791 West Georgia Street, Vancouver

Registration/Breakfast 7:30 am

Seminar 8:00 to 9:30 am

Pricing

\$65.00 Members

\$85.00 Non-Members

Who Should Attend?

- Business Development Leads
- Marketing Directors/Managers
- Proposal Managers
- Technical Leads/Client Facing Staff



**This seminar is eligible for 1.5 AIBC
Non-core Learning Unit (LU)**

PRE-REGISTRATION required.
Register now at www.csmmps.com

Join CSMPS today

CSMPS presents

The Debrief...After the Dance

Wednesday January 23, 2013

**Responsible for generating revenue? Get the most
out of every debrief and use it all to your advantage.**

"The Debrief." It's an important, daunting task that feels like the last step in an opportunity pursuit... or could it be the first step in the pursuit of the next one?

Sharpen your business development tools. Learn how valuable information can be gained, and how stronger relationships can result when this vital task is in the right hands.

Award-winning, Harvard alum, Neil Belenkie has a wealth of business development experience. In this interactive session Neil will address both the Internal Debrief and the External Debrief. Seminar attendees will learn:

- How to prepare for a debrief
- How to draw information out of evaluators
- What to ask and what to do with the information
- How to get answers that enable you to be more competitive in your next proposal/pursuit



Get Involved!

Have Ideas to Share?
Talk to us.

CSMPS Board

Angela Kirkham, President
akirkham@fenixenergy.com

Marie Rice, Vice President
marie@kison.com

Kristine Majlath, Secretary/Treasurer
kmajlath@b-t.com

Brenda Truong, Director
brenda_truong@golder.com

Joan Carter, Director
jcarter@kwl.ca

Lovleen Brar, Director
lovleen_brar@golder.com

Dorothy Sitek, Director
dsitek@generationcommunications.ca

About Neil Belenkie

Neil Belenkie, CEO of Sirona Biochem and the GrowthPoint Group, brings to clients a natural ability to see innovative and executable solutions to complex business problems. A winner of Business in Vancouver's 2011 Top 40 Under 40, Neil has a wealth of experience maximizing revenue opportunities as:

- Co-founder of RevGen, where he led this start-up to profitability in its first four weeks of business
- Consultant at Odgers Berndtson, where he led search projects and focused on business development
- National Market Research and Business Development Manager with Hoffmann – La Roche, responsible for the product marketing mix and strategies as well as identifying M&A targets for the organization

Neil's award-winning career also includes his experience as Marketing Manager with Ortho Biotech, where he was the winner of the 'Bronze Medallion' award and Sales Account Manager in Vancouver, where he delivered the organization's highest sales acquisition and was a four-time recipient of the Director's award.

His diverse background includes founding the successful networking group "TRIPE" for senior business leaders, being elected as Councilor for the Britannia Community Council, an instructor and co-facilitator at the Sauder School of Business and BCIT School of Business, co-host of the Grow Your Business radio show, and a volunteer fireman. Neil is an alumnus of Harvard Business School, Queens Executive School of Business, the University of Calgary, and Mount Royal University.

[follow on Twitter](#) | [Join our CSMPS Mailing list](#) | [forward to a friend](#) | [Become a CSMPS Member](#)

[Contact Us](#) | [Unsubscribe](#) | [Update your subscription preferences](#) |

Cancellation Policy

Due to the financial commitments CSMPS must incur to provide our members with quality programming, cancellations are accepted until 3 business days prior to the event. No-shows and cancellations after this deadline will not be refunded. Thank you for your understanding and respect for this policy.

Canadian Society for Marketing Professional Services (CSMPS)
PO Box 30616, 47A - 4567 Lougheed Hwy, Burnaby, BC V5C 6J5

T| 604 818 6614
E| info@csmps.com

Banner Design by [e-cubed](#)