

Contact:
Glenn Knowles
Pacific Regional Director
604-331-4797

For distribution to relevant parties within your firm

BULLETIN #3327
September 14, 2004

Industry Relations & Representation

Retail Broker Seminars in Vancouver, BC

The Investment Dealers Association of Canada will host three seminars in Vancouver, BC for retail brokers. The seminars will be held on September 28th, October 5th and 12th. Each of the seminars will be digitally recorded and DVD's will be available after the sessions for those individuals unable to attend the sessions.

The seminars may be considered by Member firms as eligible for **Continuing Education** credits.

The seminars are:

1. Lessons from the Top: Tips and Tactics from Top Performing Advisors
Dan Richards, Presenter
2. Know Your Clients Better Than They Know Themselves & How to Tap the Growing Seniors Market
Diane McCurdy, Presenter
3. The Service Professional: Success Skills for Investment Advisors
Karen Harrison, Presenter

All seminars will be held at:

The Morris J. Wosk Centre for Dialogue
Simon Fraser University
580 West Hastings Street
Vancouver, BC V6B 5K3

For more information including the course outlines, presenter information, online registration or to order a DVD copy of any of the seminars, visit our web site at: http://www.ida.ca/Media/Events_en.asp

Kenneth A. Nason
Association Secretary