



INVESTMENT DEALERS
ASSOCIATION OF CANADA

bulletin



ASSOCIATION CANADIENNE DES
COURTIERS EN VALEURS MOBILIÈRES

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For distribution to relevant parties within your firm

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Industry Relations & Representation

Regional Dealer Conference – 29 October 2004

The Investment Dealers Association of Canada will host a one-day Conference targeted at owner-operators, management and staff of independent, regional IDA Member firms. The Conference will be held at The Old Mill Inn, 21 Old Mill Road, Toronto. Conference sessions will deal with strategic issues, helpful in building a successful business in the capital markets. Three workshops will focus on strategic planning, owner-operator succession and client relations.

Attendance at this Conference may be considered by Member firms as eligible for **Continuing Education** credits.

Session Topics include:

- Today's Regulatory Landscape And Preparing For Tomorrow's Challenges
- Strategic Planning: Be Prepared To Capitalize On Business Opportunities
- Strengthening The Client Relationship: Successful Relationships By Building Trust Through Exceptional Service
- Succession Planning: The Importance Of Preparing For A Smooth Transition
- Creating Your Destiny: Four Independent Firms Present Ideas/Systems That May Work For You

For more information, visit our website at: http://www.ida.ca/Media/RegDealConference_en.asp

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Association Secretary

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