



## HOW TO CONVINCE YOUR BOSS THAT YOU SHOULD ATTEND THE 2019 CIPMM REGIONAL WORKSHOP IN HALIFAX

### NEED SOME HELP CONVINCING YOUR BOSS THAT YOU SHOULD ATTEND THE 2019 CIPMM REGIONAL WORKSHOP IN HALIFAX?

Here are some suggestions:

**“Here’s why” letter:** Use this letter to tell your boss why it’s important for you to attend (e.g. help your department increase productivity, network with peers, suppliers, senior managers from the Procurement and Materiel Management communities).

**Letter of invitation:** This letter from the Regional Workshop Chair Sean Crossan, invites you to attend the CIPMM Regional Workshop in Halifax and explains why you should be there.

**Speakers’ list:** Let them know that attending will mean that you will be able to hear directly from Alexander Jeglic, the Procurement Ombudsman, speaking about *Low Dollar Value Contracting and Dispute Resolution in Vendor Performance Management*, listen to Sylvain Cardinal, Director General, Marine Procurement, speaking about the *National Ship Building Strategy* as well as, learn about *PSPC’s Electronic Procurement Solution*; *Vendor Performance Management*; and benefit from the presentations on the trends and practices and learn much more!

**More ideas:** Offer to take notes to share learning with colleagues.

**Project help:** Emphasize how you can learn from peers who have overcome the same project challenges you’re facing. The networking breaks / lunch conversations and session discussions are great for project networking that will save time and money.

**Group Discounts:** You can register a group of 5 delegates and benefit from a reduced rate. Don’t miss out!

We hope your boss will agree that your attendance is necessary, and we look forward to seeing you in Halifax on November 27<sup>th</sup>, 2019!