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**The President's Corner**

Leslie Markow

As we return from the quiet days of summer, I am honoured to take on the role of FEI Toronto Chapter's President for 2007/2008. I have been an active member of the FEI Toronto for the past five years, and most recently, I chaired the Career Services Committee that presents the workshops.

FEI Toronto Chapter now has more than 660 members representing 33% of FEI Canada's total membership. Our chapter's membership continues to grow at a good pace and FEI Toronto is financially stable. In 2007/2008, FEI Toronto plans

to continue to provide varied event content that is of interest to our members, increase FEI's recognition in the Toronto marketplace, and improve the technical content that we deliver to you electronically.

This year, FEI Toronto has a dynamic schedule of speakers with six dinners, one lunch and six career workshops planned, including the presentation of our October 25 event with The Institute of Corporate Directors. FEI Toronto is also initiating the concept of "*Communities of Interest*", which are membership sub-groupings by industry and topics of interest. This fall, four industry groups will plan an event specific for their industry. All of these events are included in your membership and there is no additional charge to attend.

FEI Toronto also plans to host two new member cocktail parties in the Fall 2007 and Spring 2008, and on November 16 and 17, FEI Toronto hosts eight MBA schools from across Canada in the 2nd Annual "Best-in-Class" live case competition at the Rotman School. Our annual social evening is scheduled for November 21 at Vaughan Estates.

There will also be monthly breakfast seminars throughout 2007/2008 provided by FEI's National Strategic sponsors, which FEI Toronto members can attend as well as invite guests to without charge.

All of these events are a great way to improve your business network and some events will allow you to earn professional education hours if you request them. A complete list of events is listed later in this newsletter and is regularly updated at [www.feicanada.org](http://www.feicanada.org) - under Toronto Chapter.

I would like to thank Bill Ross, Past President of FEI Toronto for his contribution to the Chapter during the 2006/ 2007 year. His dedication, professionalism and patience enhanced an already strong professional organization. I would also

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## The President's Corner *(continued from page 1)*

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like to thank retiring Director Sunil Purhboo for his service to FEI Toronto and welcome new Director Atul Mahajan to the FEI Toronto Board.

FEI Toronto success relies on members volunteering for our committees and supporting our events and I encourage members to participate. We also welcome feedback on events and suggestions for future events. If you are interested in getting involved or would like to make a comment, I can be reached at 416 682-3372.

Leslie Markow

**President, Toronto Chapter**  
**Financial Executives International**

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## Membership News

*by Kay Brekken, Chair, Membership Committee*

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We are pleased to report that over the course of the past year (July 2006 to June 2007), we recruited 96 new members to the Toronto Chapter. After factoring in those members who moved to other FEI Chapters and several resignations, we enjoyed a net increase of 45 members, versus our target of +47. FEI Toronto finished the year with 666 members and now represents 33% of the total FEI Canada membership.

### Membership Plans

The Membership Committee has set its targets for the upcoming year at recruiting 100 new members to the Chapter and is shooting for a net membership increase of 54 to finish 2007-2008 with 720 members.

The Membership Committee will be conducting a membership drive in the fall, as well as a recruiting letter campaign to target new members. Prospective members will continue to be invited to attend one FEI event as a guest, free of charge. The committee intends to call all new members and to host two receptions during the course of the year to welcome these new members to the Chapter.

Many thanks to the membership committee for their continued efforts: Kay Brekken (Chair), Atul Mahajan (Vice-Chair), Anne Bell, Sharlene Locke, Farhad Sethna, Russ Wong and Noel Muttupulle. Thank you also to all members who have referred prospective members to the Chapter over the past year.

As always, the success of our Chapter depends on you. As we look to the new chapter year, I encourage each member to become active and help build our Chapter. Maximize your membership! If you have any ideas for recruiting, or would like to join the Membership Committee, please contact Kay Brekken at [kbrekken@indigo.ca](mailto:kbrekken@indigo.ca), 416-646-8945.

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## Membership News *(continued from page 2)*

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### WELCOME TO OUR NEW MEMBERS

We are pleased to welcome the following new members who have joined since our last Newsletter (over the June-July 2007 period).

- Mr. Howard Andrews, VP Finance, Geosoft Inc.
- Mr. Grant Assman, SVP Finance and Administration, Aon Reed Stenhouse Inc.
- Ms. Alysia Carter, CFO, Ainsworth Inc.
- Mr. Carlos Dall'Orso, VP & Controller, Osram Sylvania Ltd.
- Mr. Mike McAloon, CFO, Flakeboard Company Limited
- Mr. Todd McIntosh, VP Finance & CFO, Greater Toronto Airports Authority
- Ms. Christine Newey, CFO, Canadian Springs
- Mr. Richard Perri, CFO, Pitney Bowes of Canada Ltd.
- Mr. Feaz Rahim, Senior Director Group Results, Barrick Gold Corporation
- Mr. Zamal Ruffudeen, VP Finance & Information Technology, GSW Water Products Inc.
- Mr. Hesham Shafie, VP Finance & Administration, Consumer Impact Marketing Ltd.
- Ms. Jane Voll, VP Policy Development & Chief Economist, Insurance Bureau of Canada
- Mr. Richard Young, VP & CFO, Gabriel Resources Ltd.

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## Program

*by Fred Burke, Chair, Program Committee*

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The Program Committee is responsible for providing educational content to the FEI Toronto membership, mainly through scheduling speakers for our monthly lunch/dinner meetings.

### Final Thoughts 2006-2007 Program

Congratulations to the 2006/07 committee members, particularly to outgoing Program Committee Chair Deb Barrett and our chapter administrator, Liz Bowell, for successfully presenting a variety of events over the course of the year. We also appreciated the support of the membership who attended. Most of all, we thank our speakers and Chapter sponsors for their help in presenting the nine great events during the 2006-2007 program year.

### 2007-2008 Program

As we approach the end of a fantastic summer, our program for the upcoming year is heating-up with some excellent speakers and presentation topics. In addition to the events sponsored by FEI Canada, the Toronto Chapter's plans for the fall and winter program are well underway. For the fall of 2007, we are looking forward to presenting the following lunch/dinner events (see the Career Services section for additional seminars):

**September 17**

**Bill Robson**, President & CEO, CD Howe Institute

*The Hollowing Out of Corporate Canada: Getting to the Right Diagnosis and Cure*

**National Club**

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## Program (continued from page 3)

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- October 25**      **Claude Lamoureaux**, President & CEO, Ontario Teachers Pension Plan  
**David Beatty**, Managing Director, Canadian Coalition for Good Governance  
*Hot issues in Corporate Governance: Where are we going from here?*  
In conjunction with the Institute of Corporate Directors (ICD), FEI Toronto is very pleased to have two of Canada's foremost experts in the field of Corporate Governance address our October 2007 meeting. Please join us for what is sure to be an exciting, sell-out evening!  
**National Club**
- November 16-17**      **FEI Canada "Best-in-Class" Invitational Case Competition**  
*A live business case contest between Canada's top 8 MBA schools*  
**Rotman School of Management, University of Toronto**
- November 21**      **13th Annual Wine-tasting Dinner & Social Evening**  
**Vaughan Estates**
- December 12**      **Dr. Sherry Cooper**, EVP, Global Economic Strategist, BMO Financial Group  
*2008 Economic Outlook*  
**Dominion Club**
- January 2008**      **Harish Chauhan**, CEO & Founder, Business by Philosophy  
**Howard Johnson**, President, Veracap Limited.  
*Intangible Things that make your Multiples Pop!*  
**National Club**

Other potential topics that we are pursuing for next winter include: climate change, Canada's competitiveness, securitization, private placement and exchange traded funds. Stay tuned for more news as the program unfolds for 2008.

### Committee Members

All of the Chapter committees are run by member volunteers – it is a great way to make new contacts and get the most from your membership. The Program Committee welcomes new volunteers for the committee or ideas you might have about speakers and topics. Please contact us if you would like to help out.

The current committee members are as follows:

**Fred Burke**, Chair [fburke1@rogers.com](mailto:fburke1@rogers.com)  
**Deb Barrett**, Past Chair [d Barrett@woodbridge.com](mailto:d Barrett@woodbridge.com)  
**Ron Duke**, Vice Chair  
**Sharlene Locke**, Vice Chair  
**Trudy Pound-Curtis**  
**Stan Udaskin**

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## Career Services

by George Chiarucci, Chair, Career Services Committee

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### Informal job sharing information among FEI Members

If you have a senior level opportunity that you want to fill or if you get called for a senior level opportunity that does not interest you and the recruiter has given you permission to share this opportunity with other FEI members, please advise Leslie Markow, President of the Toronto Chapter and past Chair of Career Services Committee at [Leslie.Markow@resources-ca.com](mailto:Leslie.Markow@resources-ca.com) or (416) 682-3372 and she will pass this on to members in transition in the GTA who have let her know they are interested in this service.

If you are having trouble using the Career Web site, please contact the FEI National office and ask for technical help at (416) 366-3007.

### Workshops

There will be six workshops in 2007-2008 – please note the new start time. Workshops will start at 5:30 p.m. rather than 6 p.m., with the formal part of the event starting at 6 p.m. to 7:30 p.m. The first 30 minutes is optional as it is used for networking and is especially popular with those who are in transition.

### Schedule 2007-2008

**September 12, 2007 – Business Presentation Skills:** How do you sell yourself, your company, your product? Pierre D'Amour, KPMG's dynamic Proposal Director, will be our speaker and Leslie Markow will host this event.

**October 17, 2007 – Personal Branding:** How you establish a personal brand: web profile, web tools, promotional items, written materials and resumes. Speaker to be announced, hosted by David Minas.

**November 14, 2007 – High-Impact Presentations:** How to make memorable high-impact presentations that inform, engage and persuade the audience. Speaker Craig Cullins, BMIR Group, hosted by George Chiarucci.

**February 2008 – Executive Compensation Trends:** Our biggest event last year!! Christine Medland of Torys LLP returns again this year to bring us up to date, hosted by George Chiarucci.

**March 2008 – Dress for Success:** This event will be held at a major retailer with their professional staff helping us understand the basics and the trends. Hosted by Kurt Kroesen.

**April, 2008 – The Views of Recruiters /Successful Transition Stories:** One or two recruiters will share their views on the market and their business practices and a panel of former in-transition CFOs will talk about what did and did not work in their job search. To be hosted by Kriss Bush.

Up to 25 members are welcome to attend the career services sessions at a downtown location from 5:30 pm to 7:30 pm. To ensure these meetings are also networking events, at 6 p.m. each event is started by each FEI member introducing themselves to one another and a copy of attending-members contact details are given to each attendee at the end of each session. (During registration you are asked if you would like to opt out of this)

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## Career Services (continued from page 5)

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### Members of the Career Services Committee for 2007/2008

Please feel free to contact the committee members for networking or other career advice as we have all been through a career transition or change in the last five years.

**George Chiarucci** – *Chair of the FEI Career Services Committee* – EVP and CFO, Atlantis Systems Corp..

T: (905) 792-1981 x 2005 [gchiarucci@atlantissi.com](mailto:gchiarucci@atlantissi.com)

**David Minas** – *Vice-Chair of the Career Services Committee* – Independent Consultant T: (416) 795-1145

[dminas@sympatico.ca](mailto:dminas@sympatico.ca)

**David Farmer** – Vice President & Underwriter Corporate Finance Loan Syndications, Bank of Montreal T: (416) 643-4216

[david.farmer@bmo.com](mailto:david.farmer@bmo.com)

**Kurt Kroesen** – Senior Vice President and CFO, Canadian Diabetes Association T: (416) 408-7010

[kurt.kroesen@diabetes.ca](mailto:kurt.kroesen@diabetes.ca)

**Kriss Bush** – Associate Director – Wealth Management, Scotia McLeod T: (905) 399-3959

[kriss.bush@gmail.com](mailto:kriss.bush@gmail.com)

**Surendra Bungaroo** – Associate Director – Finance & Administration, AccessCopyright T: (416) 868-1620 x 295

[sbungaroo@accesscopyright.ca](mailto:sbungaroo@accesscopyright.ca)

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## Communities of Interests (“COI”)

*by Steve Rosen, Chair, Communities of Interests Committee*

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We are progressing on our work to create ‘communities of interest’ (COI) as a new benefit to your FEI Canada membership. David Spratt has joined me on the organizing committee (we still have room for more, hint, hint!). Together, we have selected four groups for the first wave roll-out of this initiative. The groups are the Manufacturing, Health Care, Banking/Financial and Insurance industries. David and I are currently contacting those members of these subgroups who responded to last spring’s survey and indicated an interest in helping organize their COI. If you fit into one of these industry groups, and would like to be a member of the organizing committee, please contact Steve Rosen as soon as possible.

We are planning a kick-off meeting for mid-September, at which time the leadership team for each COI will develop a plan for initial meetings, speakers, activities, etc. KPMG, one of our national and chapter sponsors, has offered to provide advisors and resources to the COIs from their practice groups, and we intend to draw on the help of other sponsors as we go forward.

I’m very excited about the new opportunities these groups will provide to our members to network with colleagues in their industry, attend events of specific interest to them, and gain additional benefit from their FEI membership.

If you are associated with one of the four Wave 1 groups, you can look forward to hearing more on this initiative later this fall. As soon as we have some experience to build on, we will move on to Wave 2 and get additional groups started.

If you have any ideas, suggestions, requests, or would like to get involved, please don’t hesitate to contact Steve Rosen at 905 717-3183 or [steve.rosen.180@gmail.com](mailto:steve.rosen.180@gmail.com).

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## FEI Toronto to host 2nd Annual “Best-in-Class” Invitational MBA Case Competition

by Judy Munro, Chair, Academic Relations/Best in Class Organizing Committee

FEIC Toronto Chapter is very proud to offer our support to business education in Canada by once again, hosting the “Best-in-Class” Invitational MBA Case Competition on November 16-17, 2007.

Last year, FEIC Toronto Chapter successfully launched its groundbreaking “Best-in-Class” Invitational Case Competition at the Schulich School of Business of York University in Toronto. It was all made possible through the generosity of founding sponsors KPMG, National Bank and Robert Half Management Resources, as well as Media Sponsor National Post. This year the event will rotate to the Rotman School of Management at the University of Toronto.

Seven MBA student teams participated in the semi-final competition from the leading business schools invited last year to attend: Rotman School of Management; Schulich School of Business; Ivey School of Business; and Queen’s School of Business. Each of the student teams were pre-selected through competitions leading-up to the event to represent their schools at the semi-finals.

This year, we are extending invitations to the following top MBA schools across Canada to participate with a team of four students: Desautels School of Business; Haskayne School of Business; Ivey School of Business; Queen’s School of Business; Rotman School of Management; Sauder School of Business; Sobey School of Business; and Schulich School of Business.

The “Best-in-Class” case competition is unique in that it is not based on a written case study. An existing public company is chosen as the case company. The identity of the company is not revealed until the launch on Friday morning of the two-day competition, and is kicked-off with an introduction to the case company executives, followed by a question and answer period. Last year’s case company was XM Satellite Radio, with Chairman John Bitove, beginning the competition by presenting his vision for the future of satellite radio in Canada.

Following the semi-final presentations, which begin on Saturday morning and are open for public viewing, four teams are selected to compete in the final round, where they have two hours to respond to a fictitious crisis at the case company. A panel of six judges in the semi-final round and six judges in the final round, representing distinguished Canadian business leaders will be selected by FEIC Toronto Chapter to judge the student team presentations. Cash prizes of \$10,000, \$5,000 and \$2,500 are awarded for the first, second and third place teams. FEIC Toronto Chapter will also sponsor the first place team to attend the FEI Canada National Conference in Jasper, Alberta, in June 2008.

The competition will end with a reception and awards dinner at the Great Hall, Hart House, at the University of Toronto on the evening of Saturday, November 17, 2007, to which all student participants, judges, media, corporate sponsors, FEI members, Deans and participating schools are invited. We are honoured to have Dean Roger Martin of our host school, the Rotman School of Management, welcome our guests as a keynote speaker at the Awards Dinner.

A live Web cast of last year’s event was recorded and can be viewed on FEIC website ([www.feicanada.org](http://www.feicanada.org)) Click box MBA case competition on bottom right of the homepage.

Ashwin Joshi, Director of the MBA Program at the Schulich School of Business, had this to say about last year’s inaugural

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## “Best-in-Class” Invitational MBA Case Competition *(continued from page 7)*

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competition; *“The Case Competition was an outstanding success from all points of view. The organization and execution was, in a word, excellent. The panel of judges was outstanding. I have never before seen so many individuals of such high caliber agree to serve as judges. You and FEI should be delighted and proud of this accomplishment. It was a wonderful learning experience and inspiration for the students. I thank you and the FEI for enriching their MBA experience.”*

All FEIC Toronto Chapter members and their member companies are encouraged to show their support for the “Best-in-Class” MBA Case Competition on November 16th and 17th, 2007, by attending the live presentations on Saturday, November 17, 2007 at the Rotman School of Management, Fleck Auditorium (no charge) or by purchasing individual tickets or corporate tables to attend the awards dinner at the Great Hall, Hart House on Saturday, November 17, 2007. It is a great opportunity to see Canada’s best and brightest MBA students in action!

In the meantime, should you require any additional details, know of individuals you feel would be high profile and qualified judges for our distinguished panel, or wish to become more involved by volunteering to assist at the event, please do not hesitate to contact myself, any of the committee members listed below, or our Toronto Chapter Administrator, Liz Bowell ([lb@passport.ca](mailto:lb@passport.ca)).

### **Best in Class Organizing Committee:**

**Judy Munro**, Chair, ([judy.munro@rogers.com](mailto:judy.munro@rogers.com))

**Ramona Dzinkowski** ([rdzinkowski@feicanada.org](mailto:rdzinkowski@feicanada.org))

**Frank Hayes** ([fhayes@stanleysoftwarefinance.com](mailto:fhayes@stanleysoftwarefinance.com))

**Bill Hewitt** ([wehew@sympatico.ca](mailto:wehew@sympatico.ca))

**Mark Walsh** (ex-officio member) ([mark.walsh@cica.ca](mailto:mark.walsh@cica.ca))

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## FEIsters

*by Fred Silk, FEISTERS representative on the board*

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“FEIsters” is a group of retired FEI members who meet for lunch every other month (usually the last Thursday of the month) in the Forest Hill Room at The Bay (Arcadian Court - Simpson Tower, Bay Street at Queen, 9th floor).

FEIsters arrange interesting speakers, followed by a lively question period, and feature a preceding reception with a chance to converse with the former deans of finance in the Greater Toronto Area (GTA). Each FEISTER lunch is \$30 and includes one drink, except the joint meeting with FEI Toronto at the National Club in the Spring of 2008 will only be \$25 (AND, the food is better!). FEI Life Retired Members, who are also Toronto Chapter Members, may opt to pay an annual fee to cover all Toronto Chapter dinners and joint lunches. Do join us for our first luncheon speaker Richard Morochove on Thursday, September 27, 2007 on the subject of **“The New Computer World”**.

Retired FEI Canada members, especially those reasonably close to the GTA, are encouraged to join FEIsters to stay in touch with our interesting and active members. Many FEIsters share their expertise in various ways within their respective communities, hence are a good source of personal and entertaining contacts.

Annual membership dues of \$15 are a bargain and are payable to FEIsters c/o Jim Meiklejohn, 1403-2045 Lakeshore Blvd West, Toronto, M8V 2Z6. Do consider joining with us.

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## Toronto Chapter 2007/2008 Board of Directors

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### Executive Committee

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<b>Leslie Markow</b>	President & Chair – Executive Committee, <a href="mailto:leslie.markow@resources-ca.com">leslie.markow@resources-ca.com</a>
<b>Steve Rosen</b>	VP & Chair – Communities of Interest Committee, <a href="mailto:steve.rosen.180@gmail.com">steve.rosen.180@gmail.com</a>
<b>Michael Conway</b>	Secretary & Chair – Communications, <a href="mailto:mtjconway@yahoo.com">mtjconway@yahoo.com</a>
<b>Naresh Khosla</b>	Treasurer, <a href="mailto:khoslan@rogers.com">khoslan@rogers.com</a>
<b>William Ross</b>	Past President, <a href="mailto:bill.ross@enbridge.com">bill.ross@enbridge.com</a>

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<b>Kay Brekken</b>	Chair – Membership Committee, <a href="mailto:kbrekken@indigo.ca">kbrekken@indigo.ca</a>
<b>Fred Burke</b>	Chair – Program Committee, <a href="mailto:fburke1@rogers.com">fburke1@rogers.com</a>
<b>George Chiarucci</b>	Chair – Career Services Committee, <a href="mailto:gchiarucci@atlantissi.com">gchiarucci@atlantissi.com</a>
<b>Atul Mahajan</b>	Vice-Chair – Membership Committee, <a href="mailto:amahajan@opuc.on.ca">amahajan@opuc.on.ca</a>
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<b>Judy Munro</b>	Chair – Academic & Social Committees, <a href="mailto:judy.munro@rogers.com">judy.munro@rogers.com</a>
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<b>Fred Silk</b>	FEIsters Liaison, <a href="mailto:fczsilk@hotmail.com">fczsilk@hotmail.com</a>
<b>Darla Sycamore</b>	Chair – Technical Committee, <a href="mailto:darla.sycamore@sympatico.ca">darla.sycamore@sympatico.ca</a>
<b>Cliff Truax</b>	FEIC Board Liaison, <a href="mailto:c.truax@HydroOne.com">c.truax@HydroOne.com</a>

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<b>Liz Bowell</b>	Chapter Administrator, <a href="mailto:lb@passport.ca">lb@passport.ca</a>
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