



**PPPC**  
Promotional Product  
Professionals of Canada

## MEMBERSHIP BENEFITS DISTRIBUTORS

Being a PPPC member comes with BIG benefits – take the time to review them all, and decide which ones will give you the best competitive advantage.

Keep this handy as a quick reference; visit [www.pppc.ca](http://www.pppc.ca) for more detailed information on all membership benefits.

### FREE ACCESS

#### PPPC promocan™ On-line Product Sourcing

- A customizable product sourcing web site domain to promote yourself to your clients (yourcompanyname.promocan.com)
- Ability to conduct a client/distributor product search of 300,000 products
- Access to quote and presentation programs
- Quotes in Canadian and/or USA currency
- Catalogue maintained for timeliness; year and “last updated” on products clearly indicated; suppliers have 10-business day activation guarantee on recently uploaded products
- Certified pricing from PPPC suppliers
- Access to a complete “Quote and Flyer” creation tool set

#### PPPC On-line Members' Lounge – Member Exclusive

- On-line member database
- On-line product and services information and registration forms

#### PPPC National Convention

- The premier trade show of the Canadian Promotional Products Industry
- Access to 600+ booths and 300 supplier companies
- An ideal opportunity for networking, education, governance and social events

#### PPPC National Convention Programme

- An informational printed programme with illustrated floor plan
- A listing of all exhibitors; advertisements from participating suppliers
- Electronic “E-Show Daily” with updates sent by e-mail every morning

#### PPPC TOPS® and TOPS® PLUS Shows

- The unique traveling show that brings suppliers to your region to network and do business locally with you and your sales force
- Lets you dazzle your clients with the industry's best offerings

#### PPPC Membership Directory – Member Exclusive

- Listing of all members (Canada and USA)
- Includes contact information and product listings, sales policies, supplier advertisements and vital association information
- Additional copies available at a minimal cost

#### PPPC Weekly™ Newsletter – Member Exclusive

- Bringing you pertinent and timely association information each week by e-mail

#### PPPC promoXpress™ Package – Member Exclusive

- Information package of association literature
- Advertising from supplier and associate members

#### PPPC promoXpert™ Magazine – Member Exclusive

- An industry magazine featuring articles of interest and sales aids for the members' sales forces
- Includes supplier advertising

#### PPPC Image Award™ Entries – Member Exclusive

- Step into the spotlight! Show your best work and feature your valued employees and sales force
- Enter the awards for a minimal cost

#### PPPC Image Award™ Show – Member Exclusive

- Join over 500+ association delegates as they celebrate the best of the industry
- Use the prestige of an award as an ideal self-promotion
- Additional awards available at a minimal cost

#### PPPC Scholarship/Bursary Program – Member Exclusive

- Take advantage of a PPPC scholarship/bursary for one of your employees or a family member

#### PPPC Chapter Meetings

- Participate in regional networking opportunities

## Print Publications

### Preferential rates on purchase price

#### PPPC IDEA BOOK®

- The premier industry catalogue
- Featuring hundreds of products

#### PPPC promoVantage™ Magazine

- The industry magazine targeting buyers
- Featuring editorial content and case histories
- Mailed to some 10,000+ potential buyers

#### PPPC Education & Certification – Member Exclusive

- Participate in educational opportunities at the National Convention, TOPS®, TOPS® PLUS, and regional chapter events
- Achieve CAS/MAS accreditation and promote your status within the industry

## Value Benefits

### Preferential rates from association partners

#### PPPC Logistics – Member Exclusive

Shipments with UPS and CANPAR at savings from 15%–65% with no minimum usage restrictions. Depending on annual volumes, courier selected and total usage by a member, all members will qualify for the following:

- Discounts of up to 24% for selected inbound and outbound services to and from the USA and in some cases globally
- No weekly service charges on specific couriers
- No third party surcharge on specific couriers
- A 20% discount on brokerage entry fees on specific couriers

#### PLUS

- Free benchmarking to determine if your present carriers/couriers are competitive
- Third-party logistics (3PL) sourcing and negotiation for shippers who wish to outsource warehousing and distributions functions
- Discounted less than trailer load (LTL) as well as trailer load (TL) throughout North America
- Discounted air freight services throughout the world
- Discounted ocean freight services throughout the world
- General audit services

## YOURS WHEN YOU JOIN:

All these valuable benefits and EXCLUSIVE USE of your own ASSOCIATION MEMBER LOGO and number to feature in your corporate communications.

- Business cards • Letterhead/envelopes • Promotional flyers • Web sites and more!

## PLUS

#### The UPS store – Member Exclusive

Discounts of up to 15% depending on services used

#### The CPSA General Benefits Program

The premier general benefits program in North America

- Travel and hotel, automobile and insurance discounts
- Financial planning
- Business and office products discounts
- Professional development

#### PANTONE® Products\*

- The industry standard color program now featuring the NEW GOE color system

#### PPPC/Associum Health & Dental Insurance Plan – Member Exclusive

- A plan that satisfies a need identified by our members

#### PPPC/Access Credit Program – Member Exclusive

- Access to credit reports on your clients
- Access to collection services

#### NABS – The National Advertising Benevolent Society

- Assistance programs for member companies and their employees

#### PPPC Financing Program (TBA in 2008)

##### – Member Exclusive

Did you turn down a large and profitable order because financing was lacking? This is a solution to satisfy your client, your supplier, your banker and your company.

#### PPPC/GAIN office product, telephone and long distance discount programs (TBA in 2008)

##### – Member Exclusive

- Substantial discounts on office products, telephone service and long distance calls

\*PANTONE® and other Pantone, Inc. trademarks are the property of Pantone, Inc. GretagMacbeth and Eye-One (GOE) are registered trademarks of GretagMacbeth.





Canadian Professional  
Sales Association  
Association canadienne  
des professionnels  
de la vente

We are Canada's leader in developing and serving sales professionals by providing programs and benefits that help you sell more, and sell smarter.

#### TRAVEL BENEFITS

- **SAVINGS OF UP TO 40%** at major hotel brands worldwide
- **SAVE 7%** off First class and Comfort class with Via Rail

#### AUTOMOBILE BENEFITS

- Save on Satellite Radios through Sirius Radio

##### Car Rentals

- Guaranteed savings off the standard corporate rates with:
  - Avis
  - Budget
  - Hertz
  - National
  - Thrifty

plus, no kilometre charges in most major cities

- Rates guaranteed for 12-month period

#### FUEL AND CAR COST SAVINGS

- **SAVE UP TO 2.4 cents per litre** of fuel with the Petro-Canada SuperPass Program
- **10% SAVINGS** on Car/Van washings
- Certigard Car maintenance program featuring **5% OFF** parts and labour
- **25% DISCOUNT** on Park'N Fly locations across Canada

#### VEHICLE LEASING

- No down payment, or security deposit with good credit, no kilometre restrictions, and flexible terms up to 60 months through Jim Peplinski's Leasemaster

#### BUSINESS/COMMUNICATIONS SAVINGS

- **SAVE 10%** on wireless plans, through Rogers Wireless

- Enjoy discounts, billing by the second and waived connection fees with Bell Mobility

##### Printing and Business Services

- **SAVE UP TO 10%** and earn Air Miles reward miles from NEBS Business Products
- **SAVE UP TO 20% OFF** selected FedEx Services

#### INSURANCE SAVINGS

##### Manulife

- Life
- Disability
- Health and Dental Care
- Critical Care

##### Potruff & Smith Insurance Brokers Inc.

- Home and Auto Insurance
- Business Insurance

##### Reliable Life Insurance Company

- Travel Insurance Plans
- 50 + out of province emergency medical insurance

#### FINANCIAL SERVICES

Merchant Payment Services through Chase Paymentech and Global Payments

- Special rates for VISA, MasterCard and Interac fees
- Enrollment fees and minimum discount charges waived

#### SALES TRAINING

Develop your critical sales skills and achieve limitless success with CPSA's Skills for Sales Success courses

- Professional Selling
- Strategic Account Management
- Effective Negotiating Strategies

- Communicating with Impact
- Professional Sales Management
- Sales Coaching for Success

Offered in major city centres and on-site

#### CERTIFIED SALES PROFESSIONAL (CSP) DESIGNATION

*The Highest Standard of Sales Excellence*

The CSP designation bolsters professional image:

- Customers know they are dealing with a knowledgeable professional who has met a set of standards and adheres to a strict Code of Ethics
- Employers know you have solid selling skills and have credentials to prove it

#### SALES RESOURCE CENTRE (SRC)

The definitive source for anyone in need of information pertaining to sales and sales management

- Online Lending Library
- Speakers' Registry
- Guides, Research, Reports, Studies
- Online Assessment Testing Services
- Contact Magazine
- SalesPro Exchange - Bi-weekly e-newsletter
- SalesjobsCanada.com

#### ADDITIONAL TRAINING

- In-house Training
- Executive program in Sales Management
- Webinars
- E-learning

[www.cpsa.com](http://www.cpsa.com)

- Visit our web site for information on news, events and advertising opportunities

For more information call us toll-free at **1.888.267.CPSA (2772)** or visit **[www.cpsa.com](http://www.cpsa.com)**