



PPPC
Promotional Product
Professionals of Canada

MEMBERSHIP BENEFITS SUPPLIERS

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 for more detailed information on all membership benefits.

FREE ACCESS

PPPC promocan™ On-Line Product Sourcing

- Upload any/all data supplied through the EASIE Connect II system; maximum 10-day update time-line guaranteed
- Distributors and clients have access to your products through quote and presentation programs

PPPC On-Line Members' Lounge – **Member Exclusive**

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

PPPC National Convention

- Exhibit at the industry's premier trade show; reasonable booth rates available
- An ideal opportunity for networking, education and social events
- Promote your products and services to 3,000+ distributor visitors

PPPC National Convention Programme

- An informational printed programme with illustrated floor plan - circulation 5,000+
- Includes an electronic "E-Show Daily" with updates sent by e-mail every morning to all members - circulation 2,000+

PPPC TOPS® and TOPS® PLUS Shows

- Exhibit your products to distributors and their clients across the country; reasonable booth rates available
- For networking, education and social events

PPPC Membership Directory – **Member Exclusive**

- Listing of all members with contact information, and vital association information
- Additional copies available at a minimal cost

PPPC Weekly™ Newsletter – **Member Exclusive**

- Bringing pertinent and timely association information each week by e-mail
- Sent to 2,000+ e-mail addresses of principals and reps

PPPC promoXpress™ Package – **Member Exclusive**

- Information package of association literature

PPPC promoXpert™ Magazine – **Member Exclusive**

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

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

Additional Advertising Opportunities

PPPC promocan™ On-Line Product Sourcing – **Member Exclusive**

- Advertising opportunity in the Gallery and Feature Product section
- Exposure to 1,600+ viewers

PPPC On-Line Members' Lounge – **Member Exclusive**

- Advertising opportunity to showcase your products to 1,600+ viewers

PPPC National Convention Programme

- An ideal advertising opportunity for exhibiting suppliers to highlight their booths

PPPC Membership Directory – Member Exclusive

- Advertising opportunity – circulation to 2,000+ members

PPPC Weekly™ Newsletter – Member Exclusive

- Advertising opportunity – circulation to 2,000+

PPPC promoXpert™ Magazine – Member Exclusive

- Advertising opportunity - circulation to 3,000+ sales reps

PPPC PromoXpress™ Package – Member Exclusive

- Advertising opportunity - circulation to 2,000+

PPPC IDEA BOOK®

- The premier industry catalogue featuring hundreds of ideas and product listings from suppliers
- Advertising opportunity - circulation to 50,000+ clients

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

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.

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!



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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

- 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**