

# GROWTH through INNOVATION



*Innovators Alliance – where fresh thinking is shared.*



*JOIN US and discover the impact of CEO knowledge sharing, and fostering growth through innovation!*

## **WE UNDERSTAND YOUR WORLD**

Through monthly meetings, workshops and forums, you will join like-minded CEOs to share innovative practices, learn growth strategies and refine your leadership skills.

Every member of IA has practical, hands-on experience in high-growth industries, so we truly understand your world. We are active participants in the international marketplace and bring a global perspective to our business activities. We can help you capitalize on new business opportunities and sharpen your approach to competitive challenges. As advisors, mentors and colleagues, we'll work together to maximize your potential for growth.

*Our members are the driving force behind some of the best and brightest companies in Ontario.*

*Murray Gamble, President, The C3 Group  
IA Kitchener-Waterloo*



Fresh thinking. Shared.

**You've made it! You've out-thought, out-performed and out-maneuvered the competition. You're at the front of the pack and proud to be there.**

But what will it take to keep you there?

What do you need to capitalize on your success?

What will help you push your business to the next level?

Experience in innovation! And that's exactly what you'll find at Innovators Alliance (IA).

The members of IA are among the most talented and successful business leaders in the province. We are the Presidents, CEOs and COOs of Ontario's fast-growing companies and our shared expertise will help you grow your business.

Innovators Alliance is the business resource you need to deliver exceptional results for your company. Many members have made a return on their investment in just one meeting!

*IA Members by sector:*



■ Manufacturing 31%  
■ Technology 25%  
■ Services 29%

**Gain the power of your peers. Join Innovators Alliance today!**



Peter Allen  
President,  
Electrical Contacts Ltd.  
IA Kitchener-Waterloo  
Chapter, IA Chair

*Entrepreneurship is very rewarding, but also extremely challenging. Fast growing companies run into challenges everyday and new challenges on a regular basis regardless of the sector you are operating in. It's tough; often it's lonely and difficult. But you are not alone. IA members are making key decisions on behalf of their companies, or have already addressed similar critical issues. I don't know where you can draw upon such a wealth of experience from individuals whose primary motivation is to learn from one another. As your peer, they can and will help.*



## Gain the power of your peers, identify new advancements and seize opportunities.

**Innovators Alliance creates powerful business connections. At our peer group meetings, you can discuss your ideas and issues with some of the most innovative leaders in business today. Our members repeatedly tell us that this primary benefit alone is worth the price of membership.**

But we don't stop there. Innovators Alliance offers a complete range of benefits and services to help support your business goals:

### MONTHLY CHAPTER MEETINGS

A confidential forum for discussing topical issues and business challenges. Engage in open, honest discussion at the highest level of corporate decision-making. Discussions at peer group meetings are fast-paced and wide-ranging. Here's a sample of recent discussion topics:

- Organizational culture
- Raising working capital
- Cross-border business
- Succession planning
- Strategic alliances

### EDUCATIONAL WORKSHOPS

Presentations from noted experts on issues of interest to CEOs and their management teams. Our resources are extensive and our dynamic programs are always well-attended. Recent workshop topics include: Succession Planning; Sales and Incenting Skills; Customers for Keeps; Private Equity; Cross Border Issues, and more.

## What our Members are saying about IA.



*Lisa Shepherd  
Founder & CEO,  
Mezzanine Business  
Consulting  
IA Mississauga Chapter*

*I have done the rounds of CEO peer groups. Innovators Alliance is by far the best. As a relatively young leader of a rapidly growing organization, and as one of relatively few women in a similar position, I benefit tremendously from the decades of experience, encouragement offered and the sheer pleasure of camaraderie that my IA chapter members provide.*



*Michel Jullian,  
President & CEO,  
OCM Manufacturing  
IA Ottawa Chapter*

*Membership in Innovators Alliance takes the edge off loneliness, by providing a forum where like-minded entrepreneurs can bounce ideas off one another and discuss challenges. The setting is relaxed, confidential and egos are left at the door.*

**Join the network that delivers fresh thinking. And GROWTH through innovation.**

## The power of Innovators peer-to-peer meetings.

**Every member of Innovators Alliance has achieved significant growth in their business and is looking to realize even greater success with new business practices.** Through training in new innovations, introduction of fresh ideas, and peer support for every business challenge, Innovators Alliance fosters this commitment to growth through innovation.

**MENTORING AND ADVISING** Consider your IA peer group as an informal board of directors. Use chapter meetings as a sounding board to guide critical business decisions.

**BUSINESS OPPORTUNITIES** New initiatives and strategic alliances develop naturally from the relationships forged at IA. Shared interests lead to increased business development and strong friendships, too!

**PRIVACY** A fundamental principle of IA. Business and personal information is treated with respect and dealt with in absolute confidence. Members abide by a strict code of ethics that governs all IA activities and interactions.

**SPECIAL EVENTS** The highlight of our year. These popular events offer excellent networking opportunities with high entertainment value.

**NETWORK CONNECTIONS** Keeping you in touch and up-to-date with the latest business issues. IA provides: contact information for all IA members and members-only access to our interactive web site.

**SPONSOR SERVICES** Our engaged and supportive sponsors provide a knowledgeable resource base for your business.

