

@Benefits A Glance

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

SAVINGS

TRAVEL SAVE

- **SAVINGS OF UP TO 60%** at major hotel chains worldwide
- **SAVE 25% OFF** at Park'N Fly locations across Canada
- **SAVE 7% off** First class and Comfort class with Via Rail

AUTO SAVE

- Guaranteed savings off the standard corporate rates with **Avis, Hertz, Budget, National, and Thrifty**, plus, no kilometre charges in most major cities
- **SAVE UP TO 2.4 cents per litre** of fuel with the Petro-Canada SuperPass Program
- **SAVE 10%** on Car/Van washes
- Receive **5% OFF** Certigard Car maintenance
- **SAVE UP TO 50%** on Satellite Radios through Sirius Radio
- No down payment or security deposit with good credit, no kilometre restrictions and terms up to 60 months through Jim Peplinski's Leasemaster

INSURANCE SAVE

CPSA has partnered with Manulife Financial, Pottruff & Smith Insurance Brokers and Reliable Life to bring you the best products at the best rates

- Home
- Business
- Health and Dental
- Critical Illness
- Auto
- Travel
- Life
- Disability

BUSINESS SAVE

- **SAVE \$200** a year with a 400 minute plan and billing by the second on Bell Mobility with Baka Communications
- **SAVE 10%** on wireless plans through Rogers Wireless
- **SAVE UP TO 10%** and earn Air Miles reward miles from NEBS Business Products
- **SAVE UP TO 20%** on selected FedEx Services
- Special rates for VISA, MasterCard and Interac fees with Chase Paymentech
- **SAVE 20% - 35%** on Toronto Raptors tickets
- Earn free golf through the Royal Canadian Golf Association's rewards program

TRAINING

PUBLIC COURSES

Develop your critical selling skills and achieve limitless success with CPSA

SAVE UP TO \$400 on our courses:

- Professional Selling
- Strategic Account Management
- Professional Sales Management
- Sales Coaching for Success
- Effective Negotiating Strategies
- Communicating to Influence Buying Decision
- Executive program in Sales Management
- The Art of Sales events
- Sales Revolution Group Coaching

ONLINE TRAINING

- Professional Selling
- Power Coach® Fundamentals
- Webinars

PERFORMANCE CONSULTING

CPSA will work with you to develop solutions that align with your objectives, culture and corporate values. E-mail: SalesSuccess@cpsa.com

Leverage the experience and expertise of our national consultants to recommend a program uniquely yours

- Designed around your specific needs
- Incorporates an in-depth assessment component
- Includes the follow-up, reinforcing accountability

CERTIFIED SALES PROFESSIONAL (CSP) DESIGNATION

The Recognized Standard of Sales Excellence

CSP designation enhances your professional image

- You are identified as a highly competent professional who has demonstrated and met the standards for experience, knowledge, attitude and skills set by the CPSA Sales Institute
- You improve your career growth opportunities
- Employers recognize you have solid selling skills
- Customers know that you meet a set of standards for excellence and adhere to a strict Code of Ethics

RESOURCES

KNOWLEDGE CENTRE

SAVE time, effort and money using the Sales Resource Centre (SRC). Access articles, book summaries, podcasts, polls, research, guides and best practices on:

- Selling skills/strategy
- Sales force recruitment & development
- Compensation/incentives
- Customer relationship management (CRM)
- And more...

Ask a Sales Expert-Find the answers to specific sales questions AskSRC@cpsa.com

ONLINE VIDEO LIBRARY

- Advice from leading sales experts

RECRUITMENT AND CAREER DEVELOPMENT TOOLS

Find sales talent and career opportunities on salesjobsCanada.com

Employers:

- Post and edit jobs for 60 days
- Filter candidates into "A" & "B" lists
- Access sales résumés

Job-seekers:

- Register unique profiles
- Upload résumés in PDF, Word or HTML
- Real time job posting emails

Access to the Career InfoDesk or Ask the Career Advisor

ONLINE ASSESSMENT SERVICES

CPSA offers a variety of web-based assessment tests to help you reduce recruitment costs, improve hiring success, reduce employee turnover and minimize disruption to your customers

- **SAVE UP TO 30%** on assessment products

PUBLICATIONS

- Contact - CPSA's quarterly magazine
- SalesPro Exchange - Bi-weekly e-newsletter

SPEAKER'S REGISTRY

Gain access top motivational sales and training experts for your next sales event

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