

# Learn secret to business success

With October being Salute to Small Business Month, the Region will hold its fifth annual Bridges to Better Business event for entrepreneurs.

The session, which will be held November 1 at the Halton Regional Centre in Oakville, will feature discussion groups and speakers that'll share strategies for success with local business people.

"Entrepreneurs are the backbone of our economy, and this event is a unique opportunity for them to connect with each other and share their experiences in achieving success," said Halton Regional Chairman Joyce Savoline.

The keynote speaker will be Ian Portsmouth, editor and associate publisher of Profit magazine. He'll share the secrets of success of Canada's fastest-

growing companies.

Ivana Rucic of RBC Financial Group will cover the latest developments and trends in Canada's economy and financial markets, looking at both the consumer and business sectors.

Discussion groups will also be held on the following topics:

- 'Life's a Pitch: Effective Selling' by Jim Letwin, president and CEO of Jan Kelley Marketing

- 'Media 101: Principles of Successful Media Relations' with Halton Community Relations Director Carleen Carroll

- 'Protecting Your Business: Contracts, Insurance and Incorporation' by Gokcin Nalsok from Simpson Wigle LLP

- 'Optimize Your Web site to Boost Business' with Jemma

Fong, co-owner of InSite Creations

- 'Cashflow, Taxes and Beyond' with Gregory Clarke from SB Partners LLP

The event will run from 11:30 a.m. to 4:45 p.m. in the Halton Regional Centre auditorium, 1151 Bronte Rd.

The registration fee of \$50 includes lunch, the keynote speech, expert-led discussion groups, networking opportunities and a networking contest.

Bridges to Better Business is presented by Halton Region's Business Development Centre in partnership with the Ministry of Small Business and Entrepreneurship, Canada-Ontario Business Service Centre and RBC Financial Group.

To register, call (905) 825-6000 or visit [www.halton.ca](http://www.halton.ca) and select 'Business'.

# All-candidates meeting for Ward 1

Ward 1 residents will have a chance to hear what their municipal election candidates have to say at an all-candidates meeting November 1.

The event, organized by the Milton Rural Residents Association, will also include the Wards 1 and 3

(local/regional) councillor candidates and those running for mayor and regional chair.

It'll be held at the Milton Sports Centre from 7 to 9:45 p.m., with doors opening at 6:30 p.m.

# Partial funding for raises may be ongoing

• from BOARD on page A1 of utilities.

"The good thing is the price of electricity is down and natural gas prices have stabilized. An institution like ours uses a lot (of both)."

Director of communications for the Ministry of Education Valerie Poulin told The Champion Thursday that it will cover 50 per cent of the raises of

trustees on an "ongoing" basis, meaning not only for the current school year but for the years beyond as well.

Parfeniuk said he'll take a cautious approach with such a statement and will only deal with the issue on a year-by-year basis.

New provincial regulations made it possible for boards to dramatically increase the annual

stipend for subsequent boards, and also to award back pay.

Each trustee gets \$8,153 in back pay for the period September 1, 2005 to September 1, 2006. As well, each trustee gets an additional \$1,882 tacked on to their new monthly pay, spread out from September through November 2006, as part of the entire 15-month retroactive period.

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