



Leonard Domino

Successful Negotiation with Government

Location: University Club of Toronto

Date: Thursday, October 22, 2009

Who Should Attend:

- Government relations executives
- Individuals with new or expanded government relations responsibilities
- Board chairs and chairs/members of government relations committees

What will you learn at this seminar?

- How to succeed when negotiating with government
- How to get your proposal included in the next budget
- Proven best practices for gathering information and for scheduling and conducting meetings with government officials.



The Honourable Elinor Caplan served as Ontario's Minister of Health and held four other federal and provincial cabinet positions during her 25 years as an elected official. That broad experience lets her offer a "Minister's eye view" of the government relations process.



Arthur Lofsky served as Director of Policy for two Ontario Ministers of Finance. He was directly involved in the preparation of Ontario's last five provincial budgets and can offer a real insider's view of the budget process.

"Len's presentation to the Curriculum Services Canada Board was extremely valuable in providing a framework for negotiating with Government at all levels. This was particularly true for Board Members drawn from the business community who do not deal with Government on a regular basis. Len's emphasis on negotiating needs rather than positions builds mutual respect and is conducive to the development of long term relationships."

Frank McAuley, VP Commercial Banking Group - Royal Bank of Canada, Board Member - Curriculum Services Canada

"Leonard Domino & Associates' seminar teaches its participants to view government relations as a win-win endeavor... After learning the LD&A's approach, you'll develop an internal voice that will guide you towards a negotiation with government that: builds bridges, is based on collaboration, and ultimately directs you to present a win-win solution (for your own organization and the government); that is in the interest of public good."

Lynn Harrett, Manager, Public Affairs and Community Development, Etobicoke CCAC.

"Leonard Domino & Associates' seminar helped me understand how the different mechanics of the political and bureaucratic levels in government work. After attending the seminar, I had a good working understanding of how these two levels interact, and where the pressure points are within the various layers. Understanding these layers and pressure points are important if you are to be successful in your dealings with government."

Grant Arthur, C.E.O. – Power Stream



Rory William Demetriooff

Partner
Leonard Domino &
Associates Inc.

Agenda on Thursday, October 22nd, 2009 for the Successful Negotiation with Government Seminar:

- 8:00am-9:00am** Registration and Breakfast
- 9:00am-10:00am** Len Domino and Rory Demetriooff "Seven Lessons I've learned in 20 years of Government relation" and "The who's who of government"
- 10:00am-10:30am** Honourable Elinor Caplan "How to develop a positive relationship with government"
- 10:30am-10:45am** Break
- 10:45am -12:00pm** Discussion of mini case studies and group discussion with Len Domino, Rory Demetriooff, Elinor Caplan and Arthur Lofsky
- 12:00pm-1:00pm** Lunch Break: The Famous University Club Buffet
- 1:00pm- 1:30pm** Arthur Lofsky "Understanding the budget process"
- 1:30pm-2:30pm** Len Domino and Rory Demetriooff "Best practices for obtaining meetings with elected officials" and "How to conduct successful Meetings with government officials"
- 2:30pm-2:45pm** Break
- 2:45pm-3:30pm** We have invited an Ontario Cabinet Minister to come address the topic "Liberal Values and how they affect Government policy". In the past we have been fortunate that prominent elected officials have joined us and they include: Hon. George Smitherman, Hon. Sandra Pupatello, Hon. Brad Duguid, Hon. Greg Sorbara, Hon. Ted McMeekin, Hon. David Caplan, Hon. Peter Fonseca, Hon. Deb Matthews and others. The special MPP guest speaker will be announced once confirmed.
- 3:30pm-4:00pm** Panel discussion consisting of all speakers. This is an opportunity for questions and answers.

Details

Date:

Thursday, October 22, 2009

Location:

University Club of Toronto (380 University Avenue, Toronto, ON)

Limited Spots Available:

Attendance at the seminar is limited to 48 guests, allowing for an intimate environment for you to ask questions – and get answers – throughout the day.

Cost:

\$525 plus GST for the first registration from your organization.

\$425 plus GST for additional registration(s).

Early Bird Discount: Two tickets for the price of one before September 1, 2009

Coming from out of town? The University Club of Toronto has newly renovated accommodations in the heart of downtown.