



**You only need ONE reason to attend CE3C
but like all good executives, you prefer options,
so here are SEVEN to choose from. See you there.**

Why attend the Canadian Environmental & Engineering Executives Conference (CE3C)?

- 1. Talk deals.** If you are not active in the M&A market in Canada, should you be? Find the answer to that question by joining the CE3C 2019 cohort to meet and talk with an exclusive network of environment and engineering company executives who are actively pursuing merger and acquisition opportunities. You will hear stories from deal makers on the front lines- past deals, growth and divestiture strategies, lessons learned and what the future holds for M&A across our industry. We'll be talking deals - listen in!
- 2. Understand government.** To effectively secure government business, companies must truly understand the government's jurisdiction, needs and processes. Let our panel of federal, provincial, municipal and First Nation representatives educate you. Be part of CE3C 2019 and you'll get to know some of the biggest customers in Canada – our governments. You will learn how each agency manages their public interest, procures professional services and plans for future expenditures with companies like yours.
- 3. See the client perspective.** What's it like to be on the other side of the table? We've asked four senior leaders in large manufacturing, development and resource sector corporations for their perspective on what it's like to work with the engineering and environment firms they employ and provide a few strategy tips to help you win new contracts. Want to better appreciate your client? Look to their advice.
- 4. Navigate corporate governance.** It's a minefield out there. Get some direction from seasoned board members who will share meaningful and actionable insight on corporate governance in the engineering and environment industry. You'll hear the challenges they face, both public and private, and find out what the governance experts, and your 2019 fellow CE3C cohort, have to say about such topics as executive compensation, board composition, shareholder relations and risk exposures for consultants in Canada. Stay on course, and out of trouble.
- 5. Succeed as a leader.** You're in the executive suite, but who's coming up behind you? Learn from personal accounts of speakers who'll share insights into the future of leadership, skills development, nurturing high performers and some common human resource gaps to address as you build and grow effective teams in your organization. Leaders benefit by paying it forward.
- 6. Get 2020 vision.** We can't correct your vision at CE3C, but we can give you a crystal-clear view of the state of the industry. Prior to the conference, we ask each CE3C executive delegate a detailed series of questions which reveal interesting statistics and trends. The results are compared to previous year's surveys and we get a glimpse into what lies ahead – 2020. This clarity is presented to the CE3C cohort in the first session of the conference.
- 7. Meet cool people.** The most interesting people you meet at CE3C might not be the well-known keynote speakers, hard to access panelists or conference emcee and actor Fred Keating – they will be your executive peers. People you have heard of or connected to on LinkedIn but never met. Serendipity and non-sequitur conversations abound. Share a few delicious meals, expand your network, get introduced, make introductions and network at the highest corporate level.