



Où les affaires sont un sport de contact!

BIZMTL.COMMUNIQUÉ

Where business is a contact sport!



Volume 1, Issue 10

21 June 2004

NEXT DINNER MEETINGS

TUESDAY 6 July 2004

and

WEDNESDAY 21 July 2004

1st & 3rd Tuesdays of the month
for MEMBERS and

**GUESTS BY
INVITATION ONLY**



5:15 PM Cocktails

6:00 PM SHARP Dinner

BizMtl COMPREND 35 MEMBRES
+ 10 MEMBRES POTENTIELS
Nouveaux Membres:
Robert Beauchemin
Télé-Ressources Ltée

Denis Bélanger
Metevier Grassi Inc.

CHECK THIS OUT

THE SCOREBOARD LEADS and BUSINESS FOR THIS MONTH

JUNE	GIVEN	REC'D
Direct Business	24	33
3rd Party Leads	14	10
Quotations	14	12



PROMOTE BizMtl COMPANIES

Introduce your staff and clients
to the www.bizmtl.com web-
site.

Networking Presentation – Gerry Roiter

Gerry Roiter, our member legal expert and professor, discussed Last Wills and Testaments. Gerry talked about three different kinds of wills including:

1. the Holographic Will – written in one's own handwriting and signed, must be probated
2. the Notarial Will – the one Gerry recommends and does not need to be probated, and
3. the English Form Will – written by a lawyer and witnessed by two people.

Gerry highlighted the key items which should not be forgotten when preparing wills. A lot of interest was generated by the topic. Gerry has much more to offer us, and we look forward to another learning experience in the near future. Gerry's work has been excellent for those who have used his services. Call Gerry @ 514-744-9312.



Would you do a "no show" to a client following a confirmation?
BizMtl "No show" charge of \$20.00 & Taxes
ATTENDANCE

Attend all meetings and functions,
other members are expecting to see you!

**Sailing &
BBQ Wednesday
July 21st**
See Page 2 for schedule, last page for other info

Networking Presentation– Robert Beauchemin

Groupe Télé-Ressources Ltée has been in business since 1985 and is one of the most prestigious staffing firms in the Recruitment, Permanent and Temporary Placement, Business Processing Outsourcing (BPO) and Payrolling services.

Its main objective has been to provide the highest quality services to its clients. Télé-Ressources has built its reputation under a rigorous

code of ethics. Numerous large and medium size enterprises regularly use Télé-Ressources' services considering them their Employment Partner and exclusive supplier. Télé-Ressources has won several awards such as the Mercuriades Award 2000, as business of the Year and Customer Service Orientation, the Mercuriades Award in 1995 and 1997 for Total Quality and the Best Local Placement



Agency in the Consumer Choice Awards in 2001, 2002 and 2003. Among

Continued on page 2

Internet and e-mail are the official means of communication of BizMtl.
So get connected.. It's good business!

New Member—Services de Placement Télé-Ressources Ltée

**Robert Beauchemin
Télé-Ressources Ltée**

BizMtl welcomes Télé-ressources as a new member under the classification of Human Resources—Placement. Representative Robert Beauchemin, its Director of Business Development has already generated and received leads. We look forward to helping Robert and he adds his con-

tacts to the the BizMtl wealth of resources. Read more in Robert’s presentation in this issue.

Continued from page 1

other awards merited by Télé-Ressources, the Industry Achievement Award for 2001 was remitted to Johanne Berry Owner and President of Télé-Ressources Ltd.

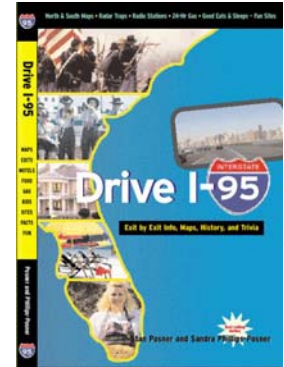
Télé-Ressources has built its

reputation in the placement and staffing of personnel in all sectors of activities of the economy.

Visit our Web Site at www.teleressources.com

Robert Beauchemin, Director, Business Development

Tel: 514-842-0066 poste 283
rbeauchemin@teleressources.com



Thank you Stan Posner, eSPitech and co-author of Drive I-95, for your regular offering of your hot selling travel guide as draw prizes at BizMtl meetings.

New Member—Services Immobiliers Metevier Grassi Inc.

**Denis Bélanger
Services Immobiliers Metevier Grassi Inc.**

BizMtl welcomes Metevier Grassi as a new member. Representative Denis Bélanger is a partner in the firm which manages significant properties in downtown Montréal. Denis has generated leads and direct busi-

ness. He has also introduced our Commercial Insurance member, B.F. Lorenzetti, to BizMtl.

Metevier Grassi manages, leases & syndicates deals in commercial, industrial or office real estate. They fill the classification of Property Management - Commercial, Industrial, Office.

**Stan Posner,
Drive I-95,
Finalists!**

Stan Posner and Sandra Phillips were present at Book Expo America in Chicago in June, where their book, Drive I-95, was a finalist for the Foreword Magazine Best Travel Book of the Year and also for the Benjamin Franklin Award for Best New Book from a new publishing house. They came in 2nd in both categories, which is not bad considering that 175,000 new books were published last year.



They also gave two lectures at Publishing University on regional marketing. Congratulations Stan and Sandra for your excellent book and marketing success!

**Sailing & BBQ
Schedule**

The following is the plan for the BizMtl Sailing and BBQ event:
 Arrive at the Pointe-Claire Yacht Club - 5:30 to 6:00 P.M. (Bar will be open)
 Cast Off - 6:15 to 6:30 P.M.
 Return to Dock - 7:45 .P.M.
 Cocktails - 7:45 to 8:15 P.M.
 Dinner Served - 8:15 P.M.
 Conclusion - Bar closes when the last customer leaves or 11:00 P.M.
 Sailors should wear white rubber soled shoes such as running, tennis, squash shoes etc. Sailors should bring a light shell or jacket in case of cool weather and/or spray from the



waves. All the boats will have sufficient life jackets. But if a guest has their own they may find it more comfortable. Map to follow. In case of rain, we'll dine inside... in a relaxed summer setting.
Tony McBride

**There's no such thing as
TOO MANY REMINDERS about ATTENDANCE!!**

You've heard it countless times before . . . your regular attendance at BizMtl is extremely VITAL . . . both for YOUR benefit and the benefit of other members. Developing relationships with others begins at our Tuesday dinner meetings. It continues with a continuous effort to visit and call others throughout the week. IF YOU DON'T ATTEND ON A REGULAR BASIS, BUILDING THESE VALU-

ABLE RELATIONSHIPS IS VERY DIFFICULT TO ACCOMPLISH!

Missing meetings leaves a question in the minds of other members regarding your reliability in doing business!

If you can stay calm, while all around you is chaos...then you probably haven't completely understood the seriousness of the situation.

Dear Harvey...

Great meeting last night. I really enjoyed it and met some terrific people. Keep up the good work. Jeff (Fairholm)

What a GREAT meeting last night Harvey!!! Sincerely, Carolyn (De Bien)



I thought that the meeting was great. I really did enjoy it.

Jamie (Goren)
Flexstyle Graphics

Have a good vacation...
Drive carefully



I have to congratulate you on an excellent networking forum. I really enjoy meeting the group. Looking forward to seeing you at the next meeting. Margot (Uson)
Alterna Solutions



Thank you for having the faith for keeping on the list for your BizMtl meetings. I am very glad that I went to the meeting last night as it was a very well organized event with many good quality people. I only wish I had attended earlier. Consider me a regular attendee from now on. Thanks, Jeff Fairholm, President, ROI Resources Inc.

**Partial list of Available
Classifications**

- Appliance Repair
- Appraisers, Chartered
- Airlines
- Art gallery
- Athletic Club
- Bailiff
- Brewery
- Caterer
- Chiropractor
- Clothing - Men's & Women's
- Dry cleaning
- DJ (Entertainment)
- Economic development consultants
- Electrical supplies- Wholesale
- Envelope - manufacturer
- Environmental Consultants-
- Food services
- Floor covering

“Every member should feel obligated to bring in one new member this year”

“If you don't attend on a regular basis, building valuable relationships is very difficult to accomplish!”

I think the group is really coming together. The regulars are getting to know one another and coming to understand each other's businesses. Eventually with these kinds of relationships, referrals will flow back and forth naturally. Regards, Tony (McBride)
3 Macs



Great meeting last nite. You're doing a great job. Whenever you are ready, I will be pleased to refer you to some of my suppliers. Regards Peter (Yaffe)

Great meeting . Lots of guests WOWO! Sincerely, Carolyn (De Bien)
Carolyn's Gift Creations

Printed with the compliments of Peter Sas of Admaco on this 50 page per minute Konica Colour Photocopier.



Our Objective...

OÙ LES AFFAIRES SONT
UN SPORT DE CONTACT!

Où les affaires sont un sport de contact!

bizmtl.com

Where business is a contact sport!

BizMtl.communiqué
is a publication of BizMtl Inc.

Volume 1, Issue 10
21 June 2004

Editor: Wendy Borsuk
President: Harvey Borsuk

17 Place Fabre
Dollard des Ormeaux
Québec, Canada
H9B 1N8

Phone: 514-683-5065
Fax: 514-685-9856
E-mail: harveyb@bizmtl.com

WE'RE ON THE WEB!

WWW.BIZMTL.COM

Fill this
chair,
Bring a
guest!

From our Members...

Email your pictures to
harveyb@bizmtl.com
for publication



"Cher Jacques: comment vas-tu? Ta mère et moi allons très bien. Tu nous manque beaucoup. Pourrais-tu fermer ton ordinateur et monter du sous-sol pour venir manger avec nous... Le souper est servi, mon vieux. Papa."

If you have any business articles which could be of interest to other members, please forward them to harveyb@bizmtl.com

**Annual BizMtl Sailing Event
Wednesday, July 21st**

If you do not want to sail, come for the BBQ.. Either way, let us know you are coming. Many have already signed up and we may be limited by the capacity of the boats available, so get to us quickly and sign up. We will have a lot of fun! Should all go as planned, we'll be able to sail on the lake then enjoy an outdoor BBQ for some good old time summer socializing. Bar is available! Stay tuned to the latest information at the next meeting, Tuesday, July 6th. **Reservations and confirmations will be required to ensure we have enough boats. For Members and First-time Guests.**



**Available Classifications
Categories Disponible**

CATEGORIES
DU MOIS

WE NEED TO FILL
THESE CATEGORIES

- CUSTOM BROKERS
- COURIER
- PHARMACIST
- PEST CONTROL
- CLOTHING MEN
- CLOTHING WOMEN
- TELEPHONE SYSTEMS
- NOTARY

Think of a possible candidate in any classification that you feel would add to the vitality of our group.

**Bring them
to a meeting!!!**

(Check with office first)
For more available
classifications,
visit our website

www.bizmtl.com