



REQUEST FOR PROPOSAL

National Conference Presentation Opportunity

Mortgage Professionals Canada is accepting proposals from member companies, education providers and business leaders to present concurrent educational sessions during the 2019 National Conference, taking place in Toronto, Ontario from November 17-18. The National Conference is a significant way for your company to enhance awareness while providing professional development and learning opportunities for your fellow members. This year, we are expecting over 1,200 mortgage professionals to be in attendance from across the country.

Purpose

Presenters should share leading-edge ideas, encourage enlightening discussions and convey the fundamentals for growing our businesses. Attendees should be inspired to develop new strategies and take away practical tools, great tips and sources for continued support. Topics are selected based on member survey results, success of past events and timeliness of subject matter.

Description

Sessions must provide accessible, informative and relevant educational content to an audience of mortgage professionals. Submissions must meet the following criteria:

- improve or enhance the participant's ability to perform his or her job
- include educational content relevant to the participant's professional responsibilities
- must be 45 minutes in length
- sessions will take place on November 17 and 18
- presentations must meet the qualifying criteria outlined in the [CE Program Guidelines for Training Providers](#)

Proposal Details

Proposals must contain a brief summary of session content in addition to the name(s), background information and qualifications of the individual(s) who will be presenting. Where available, links to previous presentations and/or video are appreciated.

Mortgage Professionals Canada will select the presentation topics based on the needs of our members. Final approval will require presenters to submit detailed content of the presentation. This content will be reviewed and must be approved by our Education Department. If detailed content (PowerPoint slides, handout material, etc.) is available, it may be included in the proposal.

Presenters who offer products/services that may be of interest to attendees/companies will refrain from “selling” their services during the course of their session but are encouraged to participate as an exhibitor where participants can follow-up directly with representatives.

Companies and/or presenters wishing to submit proposals must be Mortgage Professionals Canada members in good standing.

Applicants may be asked to present to committee members prior to being accepted. Selected applicants will also be required to submit their presentations prior to the conference for review.

If you are interested in presenting in both English and French, please indicate that in your proposal.

Presenter Benefits

- exposure and recognition as an industry expert and leader
- networking opportunities with key industry players
- 1 complimentary registration to the National Conference for presenter (a \$1,175 value)
- onsite logo recognition
- recognition in all promotional marketing materials

Topics

Mortgage Professionals Canada members represent companies and individuals operating in varied capacities and varied levels within the mortgage industry. We are seeking to build a program that addresses the personal and professional development needs of attendees at multiple levels. Presentations can be on a variety of subjects; some key areas where past attendees identified an interest include:

- Branding and communication strategy
- Technology
- Sales and Marketing
- Business planning / Business management skills
- Compliance – what to expect during an audit
- CRM tools
- Housing and market trends
- HR practices (behavioural-based interviews, dealing with difficult situations)
- Inter-provincial brokering / provincial harmonization
- Private lending / MIC

Deadline

All proposals must be submitted by **Tuesday, April 23, 2019** in order to be considered.

For assistance with topic selection or preparing your proposal, please contact Danielle Ghazarian, Education Team Lead and Special Projects at: 416-644-3710/1-888-442-4625 x 3710 or danielle@MortgageProsCan.ca.

For general information and to submit your proposal electronically, please contact Cara Shulman, Vice-President, Membership & Events at: 416-644-5463/1-888-442-4625 x 5463 or cshulman@MortgageProsCan.ca.