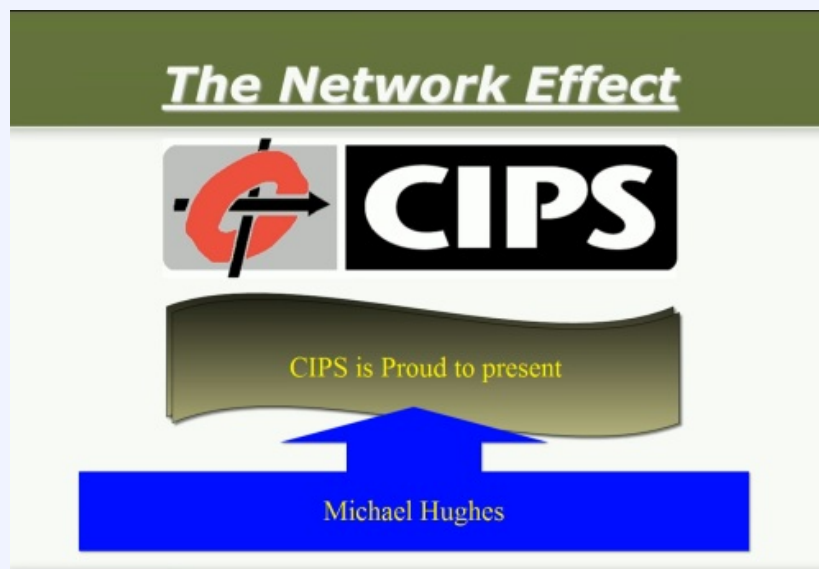


CIPS Webcast: "How to Turn 3-Minute Conversations Into Relationships, Referrals and Revenues"

Recording of the CIPS Jan 24th Live Webinar



This webinar addresses the most common networking myths, explores secret network principles and supplies success strategies for creating and leveraging a network of relationships.

Here's what you will learn:

- 6 hidden networking trigger points and how to leverage each.
- 5 networking payoff areas that multiply your results without extra effort.
- 4 strategies to maximize your impact and build trust during an initial contact.

[Watch the Webcast](#)

CIPS Volunteer of the Month: Sasi Kumar I.S.P., ITCP

What type of Involvement have you had with CIPS?

"I was elected to the Board of Directors of CIPS (CIPS-Ontario) in 2009 and served until 2012. Currently, I am a member of the CIPS Education and Experience Review Committee."



What value has your involvement with CIPS provided?

"CIPS gives me a platform to network with other professionals thus to further enhance my industry, subject matter, and leadership exposure. Again, volunteering for the CIPS Education and Experience Review Committee is a mutually beneficial association. I believe ongoing learning, current industry-leading certifications, and volunteering will definitely improve career outlooks."

[Read More](#)

CIPS Members Blog: "Net Neutrality required by IT Ethics"

By Donna Lindskog I.S.P. (ret.)

Trump picked Ajit Pai as the chairman for the FCC. [Pai is known to oppose net neutrality as it is defined by the FCC.](#) Net Neutrality ensures network carriers do not prioritize some traffic over others. IT professionals should be concerned that net neutrality is in danger in the United States.



IT professionals should be speaking up to ensure access to the internet remains fair. We have a responsibility to the public to speak up on technology issues where we are the experts.

The public may not understand how unique the internet is. We know that all the other networks are governed by economics and whoever can pay the most money controls the access and the message. On the internet the aim is to have all traffic treated the same, nothing blocked or slowed down or routed differently. This allows all the voices/ apps / people to have a fair chance at succeeding. Our job is to protect that right for the public even if they don't know that they need it.

Here in Canada [CIPS defines a set of ethics](#) for IT professionals. These require that we protect the public interest. We know that once some companies in the USA can gain special speeds or preference the argument will be that Canadian companies need that too so they can be competitive. The circumstances that have allowed a neutral network are special and they are unlikely to happen again if we let it slip away.

[Read More](#)

Featured IT Jobs

[IT RISK MANAGEMENT ANALYST](#), Agriculture Financial Services Corporation (AFSC), Lacombe, Alberta

[APPLICATION ADMINISTRATOR](#), Treasury Board Secretariat, Toronto, Ontario

[SR. PROGRAMMER/ANALYST - INTERFACE DEVELOPER](#), Sunnybrook Health Sciences Centre, Toronto, Ontario

[SENIOR SOFTWARE DEVELOPER](#), Momentus Software Inc, Vancouver, British Columbia

[SYSTEM ADMINISTRATOR](#), Prairie Plant Systems, Saskatoon, Saskatchewan

See more Job Postings and Upload your Resume at: <http://jobs.cips.ca>

Featured Event: "7th Annual Summit on Education Technology Strategies for Colleges, Universities & K-12 Schools"

Date: April 11-12, 2017

Location: Toronto Marriott Downtown Eaton Centre Hotel

CIPS is pleased to partner with the [7th Annual Summit on Education Technology Strategies for Colleges, Universities & K-12 Schools](#). The event is taking place in Toronto on 11th and 12th April 2017.

CIPS Members SAVE 20% off the regular registration rate using the VIP code: CIPS20.

Enhance your education technology strategies and be inspired to improve your learning outcomes at this annual event. As the leading Canadian conference dedicated to Education Technology, this event provides actionable strategies for developing creative and engaged students and highlights the year's newest and leading-edge innovations.

[Read More](#)

Upcoming Events

3rd Annual Big Data & Analytics Summit Canada (Feb 13-14, [Toronto](#))

CIPS PEI IT Professional Development Session (Feb 16, [Charlottetown](#))

CIPS Saskatoon Luncheon: "SaskTel's Journey Towards Business Process Management" (Feb 16, [Saskatoon](#))

CIPS Halifax Event: "Leading Attitudinal Change - The Personal Approach" (Feb 21, Halifax)

CIPS Regina Luncheon: "SaskTel's Journey Towards Business Process Management" (Feb 22, Regina)

Cyber Security 2017 (Feb 27-28, [Ottawa](#))

CIPS Webinar: "REINVENTING WORK & LEADERSHIP DURING A WORLD OF RAPID DIGITIZATION" (Feb TBD, [Webinar](#))

International Cyber Risk Management Conference (ICRMC) (March 2-3, [Toronto](#))

7th Annual Summit on Education Technology Strategies for Colleges, Universities & K-12 Schools (April 11-12, [Toronto](#))

CIPS Manitoba 27th Annual Golf Tournament (June 8, [Winnipeg](#))

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