



CMC-Ontario: New Member Orientation Session

We're excited to have you join our consulting community

Presented and hosted by the Greater Toronto Area & Eastern Ontario Chapters

September 22, 2025

National Day **for Truth and Reconciliation**



Government
of Canada

Gouvernement
du Canada

Canada 

Meet our Presenters



Abe Patricio, FCMC
Host & Chat Moderator



Derek Baker, CMC
ICMCO, Treasurer



Beata Domanska
GTA Chapter Chair



Jennifer Smith, FCMC
Eastern Chapter Chair



Victoria Antinucci, CMC
GTA Chapter Vice-Chair

Agenda

01 About CMC-Canada & CMC-Ontario

02 Welcome to the Ontario Chapters

03 Member Benefits

04 Professional Development & Events

05 Getting Started & Staying Connected

06 Break-out Sessions

07 QA & Wrap Up

** We have included a few bonus slides at the end if you want to dive deeper into certification or volunteering*



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About CMC-Canada & CMC-Ontario

Get to know more about our national and provincial bodies

CMC is Global

- Present in 50+ countries worldwide
- 8,200+ Certified Management Consultants (CMCs) globally
- 700+ Fellows (FCMCs) — a mark of distinction
- International Council of Management Consulting Institutes (ICMCI) is the global governing body for management consulting
- CMC-Canada is one of many member institutes within ICMCI

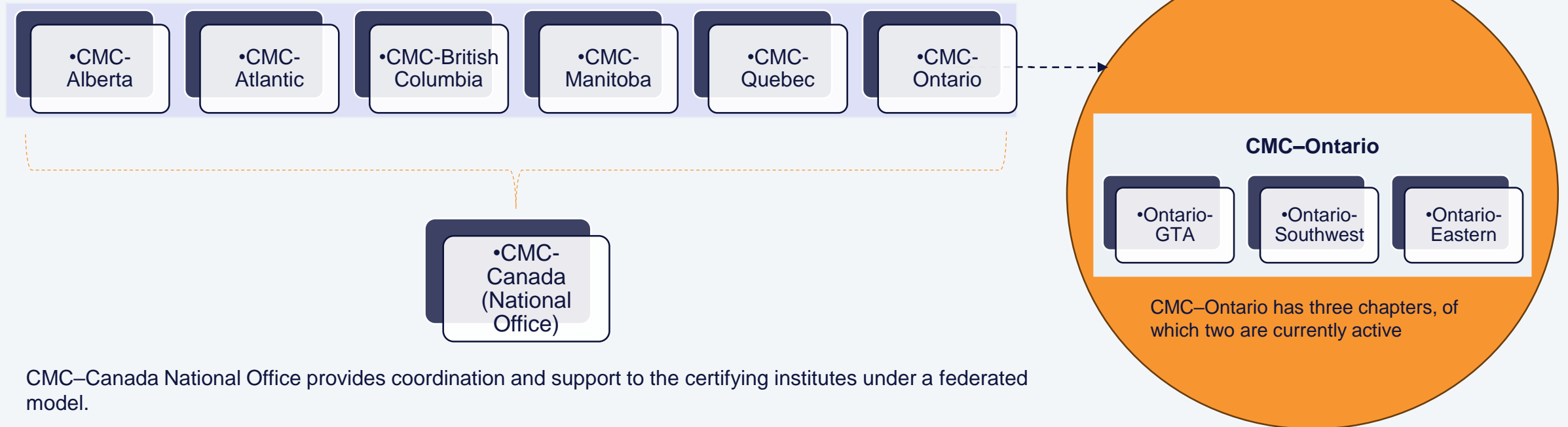
** CMC is the only ISO-aligned credential for management consultants recognized across the world*



About CMC-Canada

- The national professional association for management consultants in Canada.
- Sets and upholds the standards for the Certified Management Consultant (CMC) designation.
- Member of the International Council of Management Consulting Institutes (ICMCI)
- In Canada: 5 regional certifying institutes, including CMC-Ontario

Provincial bodies



CMC-Canada National Office provides coordination and support to the certifying institutes under a federated model.



About CMC-Ontario:

Your Provincial Institute

Who We Are

- CMC-Ontario is one of 5 regional Institutes of CMC-Canada.
- We serve members across all regions of Ontario, including GTA, Southwest, and Eastern chapters.

What We Do

- Regulate the Certified Management Consultant (CMC) designation in Ontario
- Support consultants through:
 - Ethics guidance
 - Continuing education
 - Community building
- Foster excellence in consulting through member programs, advocacy, and recognition

— MISSION STATEMENT—

To enhance community, collaboration, knowledge and networking for our Members in Ontario and to regulate the Certified Management Consulting designation.

— VISION STATEMENT—

A thriving and diverse profession that contributes to Ontario's and Canada's prosperity, with CMCs recognized as the pinnacle of management consulting practice.

CMC Ontario Growth and Renewal Task Force

- **Proposed Priorities:** Integrated 4-pillar transformation approach
- **Expected Outcomes:** Sustainable competitive advantage in representing the consulting sector, revitalized brand and expanded membership that brings industry clout
- **Timeline:**
 - **May 2025:** Task Force established to expand CMC Ontario membership through renewal, expansion, and retention initiatives.
 - **June 2025:** Mobilized resources and developed innovative strategies to elevate the CMC brand recognition and value proposition.
 - **August 2025 onward:** Implement actions to revitalize the membership base and secure a prosperous future for the Association.

Task Force on CMC Ontario Growth and Renewal Strategic Priorities



REVITALIZE
CMC BRAND VALUE
PROPOSITION



IMPROVE
MEMBERSHIP
EXPERIENCE



BUILD
STRATEGIC
PARTNERSHIPS AND
SPONSORSHIP



ADVANCE
MEMBER AND EMPLOYER
OUTREACH

VISION: Increased brand recognition and demand of CMC designation by targeted employers, with higher attraction, expansion and satisfaction of CMC Certified Memberships.

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Welcome to the Ontario Chapters

*Your local CMC communities in the Greater Toronto Area,
Eastern Ontario and Southwestern Ontario*



Meet the 2025 – 2027 Eastern Ontario Chapter Council

Dedicated volunteers helping to strengthen the Eastern Ontario chapter

Chapter Executive



Jennifer Smith, FCMC
Chapter Chair



Lynn van der Linde, CMC
Vice Chairperson



Rodney Evely, FCMC
Past Chapter Chair

Members at Large



Sadiath Alhassan,
CMC



Marie Darling



Jennifer Graham,
CMC



Les Johnson,
CMC



Vinish Kakkar,
CMC



Larua Notvisky,
CMC



Milos Simovic,
FCMC



Patrick van Abbema,
CMC



Meet the 2025 – 2027 GTA Chapter Council

Dedicated volunteers helping to strengthen the GTA chapter

Chapter Executive



Beata Domanska
Chapter Chair



Victoria Antinucci, CMC
Vice-Chair
Committee: Youth Engagement



Adelwyn Holder, CMC
Chapter Secretary

Members at Large



Joyce Bassey, CMC
Member at Large



Abe Patricio, FCMC
Committee: Welcome & Academic



Parveen Nath, CMC
Committee: Professional partnerships



Sonya Gulati, CMC
Member at Large



Beverly Roberts
Committee: Volunteer Mgt



Allan Wilson, FCMC
Committee: Peer to Peer



Cindy Sun-Dawes, CMC
Committee: Sponsorship



Cynthia Ike, CMC
Committee: Welcome

Want to join the Council or a Committee? You don't need to be a CMC, just bring your curiosity and passion Let us know, we're always excited to welcome new leaders.



Member Benefits



Your Member Benefits at a Glance – National Level

CMC Certification Pathway

Step-by-step guidance to earn your globally recognized Certified Management Consultant (CMC) designation.

Professional Development

Discounted webinars and events to build skills, earn CPD credits, and stay current in the profession.

Resource Hub

Access exclusive tools and templates like playbooks, proposal templates, consulting resources, and more.

Consultant Directory Listing

Be discovered by clients and collaborators in CMC–Canada’s searchable member directory.

Networking

Engage with a Canada-wide community of consultants for referrals, peer learning and support.

Partner Discounts and Perks

Enjoy exclusive member-only discounts on partner services, tools, and business programs that support your practice.

As a member of CMC–Canada, you gain access to national-level support designed to advance your consulting career, credibility, and visibility.

Partner Discounts and Perks

1

Health, Travel & Wellness

- GoodLife / Énergie Cardio Over **40%** off regular gym membership rates.
- CMC Member Travel Discount Program – **Up to 50%** off hotel and car rental rates globally

2

Office & Business Solutions

- Staples Professional – Access to 525+ **discounted office products**.
- Bell Mobility – **Preferred pricing** on phones and plans.
- QuickBooks by Intuit – **70% off** business finance software.

3

Insurance

- BMS Canada Risk Services – Preferred rates for business, professional liability, and cyber insurance. Members have reported **up to \$1000.00 in savings**
- Belairdirect – Save with **CMC member pricing** for home and auto coverage

4

Learning & Coaching

- You Exec – Free Access to Premium slide decks, book summaries, and career learning tools. Valued at **\$360 usd**.
- Erickson Coaching International – **30% off** leadership coaching and development.

Chapter-Specific Benefits

Your local connection for learning, leadership, and community within your local chapter

Networking & Social Events

- Meet consultants and collaborators from across the GTA
- Access chapter-exclusive mixers, and learning opportunities

Supportive Peer Community

- Share insights, referrals, and ideas with fellow consultants
- Pair with CMCs or FCMCs for guidance (new student and associate members)

Leadership Opportunities

- Join a committee, organize an event, or step into a council role
- Give back to your consulting community





Professional Development & Events



BACK BY POPULAR DEMAND:

This 4-hour intensive workshop will provide hands-on experience with the latest AI tools to tackle real consulting challenges.

Date: Thursday, October 17, 2025

Time: 11:00 AM – 3:00 PM (ET)

Format: Interactive Virtual

Instructor: Evgeny Koloda, CMC

Early Bird Pricing:

Members \$445 + HST | Non-members \$650 + HST

What You'll Learn

- Master AI-Enhanced Research & Analysis
- Create Professional Client Deliverables
- Develop Compelling Presentations
- Automate Business Development
- Build Simple Client Tools with Claude Artifacts
- Implement Quality Controls for Responsible AI Practices

AI Practical Implementation for Management Consultants Workshop

AI WORKSHOP

EARLY BIRD PRICING



✓ Deep dive into AI-powered research and lead generation

✓ **Updated tools** and use cases tailored to today's consultant

✓ **Fresh content**, exercises, and insights

 Early bird pricing ends October 3rd

AI WORKSHOP BY
KOLODA
CONSULTING



<https://cmc-canada.site-ym.com/event/ONAIWS-III>



COMING SOON:

What's Up Wednesday- Free virtual session

Coaching vs. Consulting: How to Blend Both for Greater Client Impact

Panel Discussion with leading CMC members and coaches in partnership with Erickson Coaching International

Date: Wednesday, November 12th, 2025

Time: 12:30PM – 1:30PM (ET)

Format: Interactive Virtual

Participants will:

- Understand when and how coaching techniques can enhance consulting engagements
- Learn and apply core Erickson coaching tools in live practice
- Explore a real-world case to identify when to “consult” vs. when to “coach”
- Leave with at least two actionable tools or techniques they can use in their next client conversation.

A promotional graphic for a virtual session. It features a background image of four people (three women and one man) sitting around a conference table, smiling and engaged in conversation. The image is framed by a dark blue border with orange accents. In the top right corner, there is a circular logo with the text "What's UP? Wednesday" and an upward-pointing arrow. In the bottom left corner, there is a logo for "CMC ONTARIO". The main title "COACHING VS. CONSULTING" is written in large, white, sans-serif capital letters. Below it, the subtitle "How to Blend Both for Greater Client Impact" is written in a smaller, white, sans-serif font. At the bottom, the date "Wednesday, November 12, 2025" is written in a white, sans-serif font.

What's UP? Wednesday

CMC ONTARIO

COACHING VS. CONSULTING

How to Blend Both for Greater Client Impact

Wednesday, November 12, 2025



COMING SOON



GTA Member Mixer Meet-Up

October 22 | In Person



GTA Learning Session

November 25 | In Person



EOC Member Social - Holiday

November / December TBD | In Person



Discover CMC-Ontario

December TBD | Virtual Interactive



CMC Annual Awards Ceremony

January TBD | In Person | Toronto & Ottawa

Visit CMC-Canada
for a list of all
Canada wide events
& certifications

<https://www.cmc-canada.ca/Events>

Learn. Network. Grow.
We host high-impact events
throughout the year

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Getting Started & Staying Connected

Your Onboarding Support

Here's how we support and welcome you to CMC–Ontario:

- **Welcome Email & Onboarding Manual:** Receive your CMC–Ontario welcome email and step-by-step onboarding guide.
- **Orientation Session:** Join a virtual session to meet peers, ask questions, and get started with confidence.
- **Peer Buddy Support:** Get paired with an experienced CMCs and FCMCs through our informal buddy system. Designed for new student and associate members to ask questions, gain insights, and feel welcomed into the community.



Where to Find CMC Resources

Useful Links

- [CMC-Ontario Website](#)
- [CMC-Canada Membership Page](#)

Opportunities & Events

- [Volunteer Information](#)
- [CMC-Ontario Event Calendar](#)
- [CMC-Canada Event Info](#)

Tools, Guidelines & Codes

- [Ethics & Professional Conduct](#)
- [CMC Uniform Code of Conduct](#)
- [Advocacy Tools](#)
- [CMC Competency Framework](#)

Resources & Media

- [News](#)
- [Recorded Sessions](#)
- [Blogs](#)
- [Podcasts](#)



BREAK OUT SESSIONS

*Let's get to know
each other*

How this works:

- We will have 2 to 3 break out sessions (time dependent)
- Each room will have a CMC Host representative
- The break outs will be 12 minutes in length
- After each session we will come back to the main session to debrief

Please introduce yourself briefly:

- Your name
- Where you're joining from
- What brought you here today?
- Ask a question of the host or other guests



Q& A and Wrap up



Key Contacts

Vice Chair, CMC GTA Council

Victoria Antinucci, CMC

Antinuuccivictoria@gmail.com

EOC Welcome team member

Patrick van Abbema, CMC

pvanabbema@altnexus.com

Chair, EOC Chapter Council

Jennifer Smith, FCMC

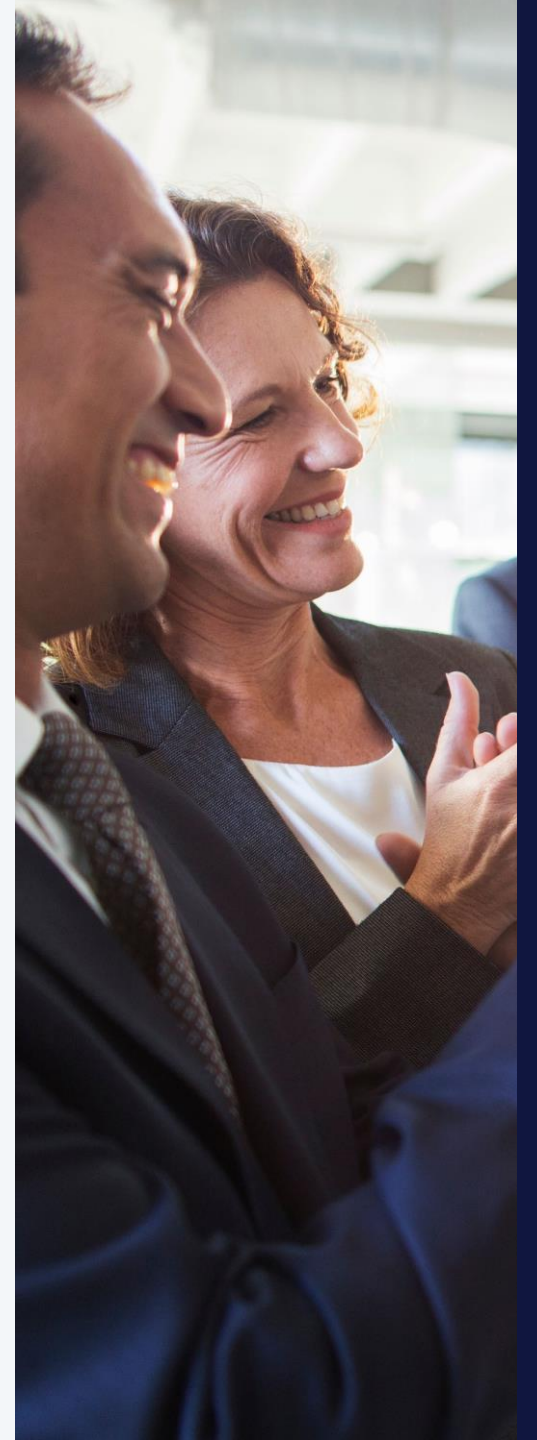
Jlsmith@intergage.ca

GTA Welcome Committee

Abe Patricio, FCMC

Abe.patricio@stantec.com

We're here to support you at every step of your journey.





Questions?

Have questions or feedback?
We'd love to hear from you.

Let's do a quick check-in:

What's one thing you're excited to explore at CMC?

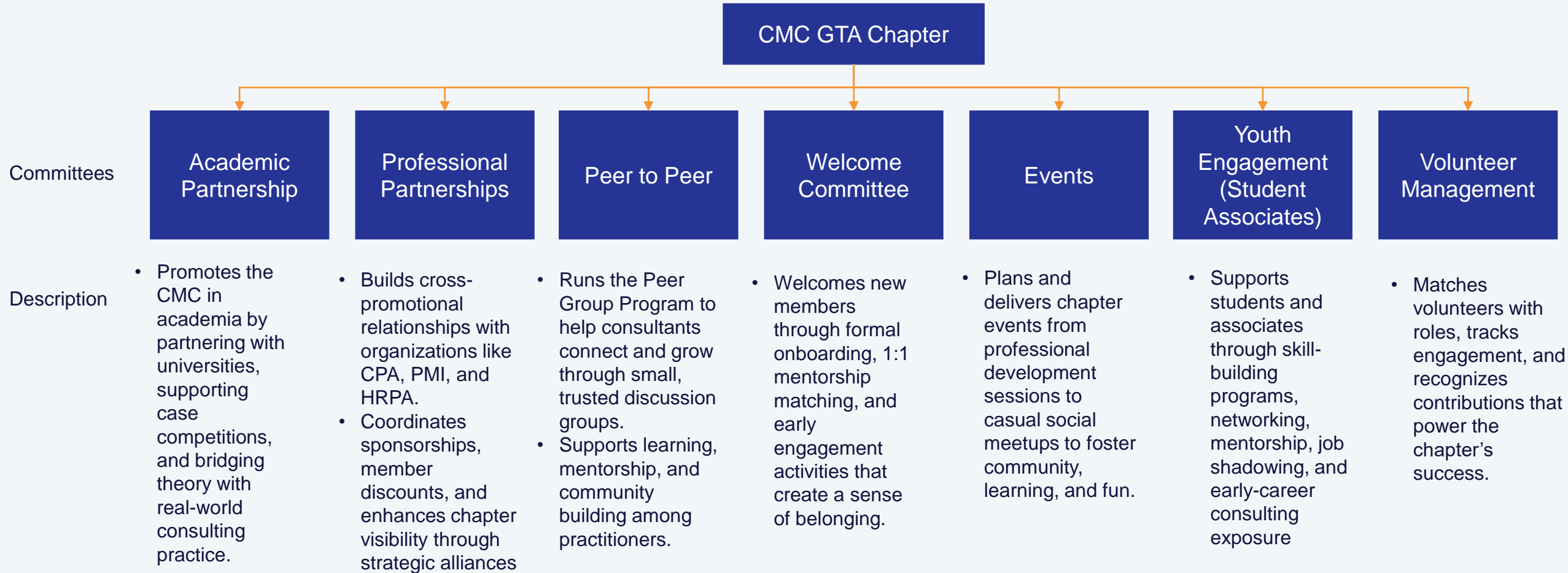
THANK YOU



INFO@CMC-ONTARIO.CA

[HTTPS://CMC-CANADA.CA/ONTARIO](https://cmc-canada.ca/ontario)

Committees & What They Do



To learn more or get involved in a committee, email info@cmc-ontario.ca or speak to any Council member. You don't need to be a CMC yet, just bring your curiosity and passion



Volunteer Opportunities with CMC-Ontario

Ways to Volunteer

- Join a committee, working groups or panels
- Speak at an event or host a breakout session
- Help onboard and mentor new members or support social media
- Boost your leadership visibility within the profession/Shape the direction of the association
- Sit on councils or boards and lead new initiatives

Why It Matters:

- Accelerates your certification journey
- Expands your network
- Builds recognition within the CMC community
- Gives you a chance to give back and influence future consultants

Active Committees within the GTA Chapter

- Academic
- Welcome
- Events
- Youth Engagement
- Professional Partnerships
- Peer to Peer
- Volunteer Management

<https://cmc-canada.ca/Ontario/get-involved>

Getting Started: Your First 90 Days

Get Oriented

- ☐ Attend orientation and meet your welcome buddy
- ☐ Read the CMC-Ontario onboarding manual
- ☐ Log in to the member portal and complete your member profile

Start Engaging

- ☐ Register and attend at least 1 event each month
- ☐ Connect with peers and join community groups.
- ☐ Explore the Member Benefits page and member hub

Stay Connected

- ☐ Follow CMC-Ontario Institute on social media ([LinkedIn](#))
- ☐ Bookmark the [CMC-Ontario website](#) and opt into all email communications
- ☐ Reach out to info@cmc-ontario.ca for questions or involvement

Looking ahead: Start thinking about ways to get involved – committees and volunteer opportunities are available when you're ready

Steps Toward Your CMC Designation

1 Meet eligibility criteria (3+ years in consulting)

2 Application: Enroll as a CMC Candidate

3 Complete relevant courses (e.g. Ethics)

4 Submit Engagement Summaries

5 Oral exam



Earn your designation

