



# CANADIAN ITALIAN BUSINESS AND PROFESSIONAL ASSOCIATION

c/o P. O. BOX 502, Windsor, Ontario; N9A 6M6

Volume 51 - Issue 7

February 27, 2013

## NEWSLETTER

***NEXT MEETING:*** **TUESDAY March 05, 2013 @ 6:30 pm**

### **CIBPA CENTRE**

*Windsor, Ontario*

<b><u>FUTURE MEETINGS:</u></b>		Sept. 04, 2012	CIBPA Centre	Oct. 02, 2012	CIBPA Centre
		Nov. 06, 2012	Caboto Club	Dec. 04, 2012	St. Angela
		Jan. 08, 2013	CIBPA Centre	Feb. 05, 2013	Fogolar Furlan Club
		Mar. 05, 2013	CIBPA Centre	Apr. 02, 2013	CIBPA Centre
		May 07, 2013	CIBPA Centre	June 04, 2013	CIBPA Centre

### **BOARD OF DIRECTORS**

<b>President:</b>	<b>Claudio Silvaggi</b>	(519) 990 9391	<b><u>DIRECTORS:</u></b>	<b>Frank Mocerì</b>	(519) 944 8009
<b>Vice-President:</b>	<b>John Paul Corrent</b>	(519) 255 7332		<b>Gaspare Barresi</b>	(519) 985 8970
<b>Secretary:</b>	<b>Angelo Martinello</b>	(519) 252 3221		<b>Tony Pupatello</b>	(519) 944 7878
<b>Treasurer:</b>	<b>Danillo Castellan</b>	(519) 253 3000		<b>Nadia DiDomenico</b>	(519) 564 2656
<b>Past-President:</b>	<b>Carl Grossi</b>	(519) 326 9081		<b>Ermanna Filice</b>	(519) 258 7579
	<b>Administrative Assistant:</b>			<b>Niva Segatto</b>	(519) 946-0394

### **COMMITTEES**

<b>Special Events:</b>	<b>Ermanna Filice</b>	(519) 258 7579	<b>Golf:</b>	<b>Tony Pupatello</b>	(519) 944 7878
<b>Membership:</b>	<b>Frank Mocerì</b>	(519) 944 8009	<b>Scholarship:</b>	<b>Nadia DiDomenico</b>	(519) 564 2656
<b>Guest Speaker:</b>	<b>Angelo Martinello</b>	(519) 252 3221	<b>Newsletter:</b>	<b>Danillo Castellan</b>	(519) 253 3000
<b>National Federation Ex Officio:</b>	<b>Frank Mocerì</b>	(519) 944 8009	<b>Building Committee:</b>	<b>Gaspare Barresi</b>	(519) 985 8970
<b>National Federation Representative:</b>				<b>Carl Grossi &amp; Danillo Castellan</b>	



**CIBPA WEB SITE:** <http://windsor.cibpa.com/>  
**WEB PAGE MEMBERSHIP DIRECTORY - MEMBER LOGIN**  
**USERNAME:** "windsor" / **PASSWORD:** "cibpa"



### **PRESIDENTS MESSAGE**

Dear Members, in the last newsletter I spoke a little bit about who we are as Italians, this month, I'd like to key into the Networking aspect of our association. I believe it is a very important aspect of our association to keep it healthy and strong.

I came across an article on the Web called "24 Networking Tips That Actually Work" It is a good article and wanted to share it with you. It will be at the end of the Newsletter. I believe we can all reach out and help each other and at the end of the day, we can all prosper as a group, not just as an individual.

Ciao,  
**Claudio Silvaggi, President**



### **GUEST SPEAKER**

This months Guest Speakers will be **Mr. Garfield Dales**, Manager, Project Delivery Office, Windsor Border Initiatives Implementation Group, Ontario Ministry of Transportation.

Mr. Dales has over twenty years of public sector experience in the delivery of transportation infrastructure in the Greater Toronto Area and in the Windsor-Detroit Gateway.



And **Mr. Michael J. Hatchell, P.E.**, Project Director, Parkway Infrastructure Constructors.

Mr. Hatchell brings a wealth of senior level experience in the design, engineering, and construction of transportation projects as well as maintenance and rehabilitation of transportation facilities.



### **SAVE THE DATE CIBPA CHARITY GOLF CLASSIC**

Monday May 27, 2013  
Essex Golf & Country Club  
11: 00 am shot-gun start  
Dinner @: CIBPA CENTRE

On behalf of the 2013 Golf Committee I'm pleased to announce that this year's Golf proceeds will go to CIBPA'S CHARITABLE CENTRE. Enclosed please see our registration form or visit CIBPA'S web site: [www.windsor.cibpa.com](http://www.windsor.cibpa.com).

Interested persons that wish to be on the Golf committee please feel free to contact me Tony Pupatello @ 519-944-7878 or 519-816-6577.  
Email: [pupatello@bellnet.ca](mailto:pupatello@bellnet.ca)

At this time I want to thank the following Golf Committee members for helping to make this year's tournament another great event.

- ◆ Joe Montaleone
- ◆ Frank Mocerì
- ◆ Sonia Lenhardt
- ◆ Dan Castellan
- ◆ Amalia Maurizio
- ◆ Angelo Cerchie
- ◆ Tony Acampora
- ◆ Maurizio Mastroianni
- ◆ Charlie Hotham

Regards,

**Tony Pupatello , Golf Chair**



### **MEMBERSHIP**

The Membership Committee is looking for volunteers to do a recruitment phone campaign for new and past members. Interested persons please contact Mr. Frank Mocerì Membership Chair. @ 519 944 8009 .

Thank you

**Frank Mocerì, Membership Chair**



### **SAVE THE DATE FRIDAY FISH DINNER**

**Good Friday, March 29, 2013**  
Good Friday Fish Dinner at the CIBPA Centre. Details to follow! Make plans to take your family out for a delicious meal and at the same time support our Centre!

**Ermanna Filce, Event Chair**

### **PROFILE**



With over 20 years experience in the world of gastronomy, Enzo's passion and commitment to excellence is exemplified in every dish he presents.

Working up through the ranks in the challenging restaurant industry, Enzo's celebrity appeal, hard work and refined palate awarded him his first restaurant, Tutto Ristorante at the age of 26. In 2005, Enzo unveiled his second restaurant Mancuso's Trattoria and was busy running both restaurants. The two restaurants provided the community with innovative Italian cuisine and served the most discerning restaurant patrons.

With Mancuso's Trattoria's overwhelming success and demand, and his commitment to bringing a taste of Tutto back, Enzo decided it was time to plan for the future, his newest and finest restaurant Enzo's Trattoria which opened February 3, 2011, and is celebrating his 2 Year Anniversary.

Fresh ingredients, community involvement and hard work has propelled Enzo and his team and his restaurants to the front of the pack. "All of my restaurants thrive on using the freshest of products from local suppliers" says Enzo.

## **“24 Networking Tips That Actually Work”**

*by James Clear*

When most people think about networking it seems insincere at best and selfish at worst. This, of course, is the complete opposite of what networking is supposed to be — friendly, useful, and genuine.. It’s easy for most of us to be friendly and useful with people we know. However, because networking is a “business activity” it’s easy to think that we need to act in a different way. Unfortunately, most networking strategies come across as pushy, needy, or self-serving — even though the people using them rarely act that way in day-to-day life. Don’t worry, there are definitely genuine ways to self-promote. So, in the spirit of helping everyone become a better networker, here are 24 networking tips, which from my experience, actually work.

### **The Real Goal of Networking**

1. The goal of networking should be to help other people. Yes, it would be nice if they helped you out as well, but networking is a two-way street. And your side of the street is all about helping others, not asking them to help you. Asking for favors should only become a possibility once you have learned more about the person and provided some value to them.
2. It’s far more important to understand their needs before you tell them about your needs. Your goals should not be on the forefront of your mind. You’re trying to develop a relationship with someone, which means you should be thinking about them. It’s your job to understand the people in your network, where they are coming from, and what’s important to them.

#### **Setting expectations**

3. You don’t need to know the most people, just the right people. There is no need to shotgun your business cards across the industry or to pepper everyone with emails. Instead, focus on finding people that are relevant to you. As time goes on, you can decide if the interests that you share with someone are worth pursuing further. It’s better to have 5 people willing to help you out than it is to have 500 that simply know your name.
4. Don’t expect anything. The fact that you reached out and made contact with someone does not put them in your debt. No one is required to “pay you back.” Instead of approaching networking with the goal of gaining favors, try reaching out with curiosity. Contact interesting and relevant people and see what happens. Some of them will respond and some of them won’t. Learn about the people that follow up. Find out what makes them interesting and how you can help them — and don’t expect anything in return.
5. Don’t leave networking to chance. Take some time and define what you are looking for in your network. Every once and awhile you’ll stumble across someone amazing on accident, but it’s a lot easier to find who you’re looking for if you know who they are in the first place. Be proactive and create a list of people that you want to contact on purpose.
6. Go beyond your industry. Connect with people on a variety of levels from a wide range of areas. By growing your network outside of the usual areas you will be more valuable to people that are in your immediate industry. The people you work with have personalities and multiple interests, right? With a broad network you can be the person that connects people across industries.
7. Don’t dismiss anyone as irrelevant. Maybe you don’t think a local blogger would be a good contact because you work at a medical practice. However, when you open a new branch and you want to let people know about it, you’ll be glad you reached out to someone with an audience.

#### **How to reach out to someone new**

8. Quantify how much time you’re going to take. People are busy and when someone new starts talking to them, the first thing that comes to their mind is “How long is this person going to talk to me?” or “How much time is this going to take?” Address those concerns from the start by saying something like, “Hi. I have one item that I’d like to briefly discuss with you. It should only take two minutes. Do you have time now?” Asking questions like this not only shows that you respect their time, it also gives you the option of speaking with them later if they are too busy now.
9. Start by offering praise, not requesting help. Unless you have a mutual contact that is putting you in touch for a specific reason, it’s best to avoid asking for anything when you meet for the first time. Don’t ask for favors, for promotion, for advice, or even to meet up for lunch or coffee. Simply start by offering a short compliment. After they respond to this initial contact, you can begin moving things towards a more lengthy meeting.
10. Keep your emails short. If your first contact is via email, then split the message into smaller segments. Instead of reaching out to someone new with a long-winded, five paragraph explanation of why you are contacting them, use that first email to focus on a small bit of praise. You can send further details to them after they reply. Keep that first message friendly and short.
11. If you must ask for a favor, then ask for permission to continue. There are some situations where you need to ask for something, but don’t have the luxury of time to get to know them. Most situations don’t fall under this category, but if you must ask for something, then weave in requests for permission before you make an offer. I’ll give a real example. I was recently talking to the director of an organization about offering a new course to his clients. I started by asking for permission to continue. “I’ve run successful courses on X before. Would you like to know more?” He was interested and we ended up having a great conversation. An additional benefit of this strategy is that you are getting the other party to say, “Yes,” to you. As a general rule, if you can get someone say yes to you three times, then the odds of your offer being accepted by them drastically increase. You don’t need to ask permission for everything, but if you’re opening a conversation where you will need to make an offer, then it can work wonders.

### **How to Build the Relationship**

12. Try to provide as much value as you possibly can. The more value you create, the more it will come back to you many times over. Focus all of your networking efforts on helping the people you contact.
13. Start by focusing on being friendly and helpful. This is the number one tactic you can use to build your network. Simply spread information in a friendly and helpful way. Did you read a book that someone in your network will enjoy? Tell them about it or send them a copy. Are you using something that would help a friend with a project they are working on? Email it to them. Hear a new music album that a someone might enjoy? Send it their way. Building your network is the same as building friends. Be interested in what they are doing and offer friendly suggestions when you can.
14. Develop the habit of introducing people. Connecting like-minded people is a powerful to enhance your network. The idea of doing this seems foreign to many people, but it is actually quite easy. Do you know two people who enjoy reading the same type of books? Or like the same sports teams? Or love reading about history? Or work in the same industry? You get the point. Don't make it hard, just introduce the two of them by sharing their common interest. They can decide if they want to pursue the relationship further.
15. Ask if people want to be connected. If you're apprehensive about connecting two people, then ask one of them if they want to be connected. "I know another person that's doing Y. Would you like for me to introduce you sometime?" Even if they aren't interested, they will appreciate the offer. (If you've read this far text me and I'll buy you a drink...CS)
16. Nurture your current network. Most people think of networking as reaching out to new people, but don't forget about the network that you already have. (Hint: You probably call them your friends and co-workers.) There is no need to wait to meet new people to start connecting others or sharing useful information. Network within the groups that are already close by.

### **Making Networking a Habit**

17. Try to contact one person per day. If you reach out to 5 new people every week, that would be about 250 per year. Sending an email or making a quick call will only take about 5 minutes of your day. Not everyone is going to get back to you, but if you contact that many new people, then you're bound to make significant progress.
18. Don't take "No," personally. Everyone is busy. For most people, it's simply a matter of timing. If you catch them on a good day, then they will happily talk or meet with you. If they're swamped, however, then a simple "No" might be all that you get. Don't take it to heart. In most cases, it's not a reflection of you or what you said.
19. Make it a point to follow up. One or two days after meeting someone for the first time, follow up with a brief email or note. This is an opportunity to develop the relationship by bringing up a topic that you discussed before or making a comment on an interesting topic. Following up with relevant conversation helps to anchor your previous interaction in their mind and displays more personality than just sending a message that says, "Thanks for talking!"
20. Did you fail? Try reaching out in a different way. You don't want to pester anyone, but if you give them a few weeks and don't hear a response, then there is nothing wrong with being persistent. For example, dropping in to talk face to face has resulted in great conversations with people that previously ignored my emails. Sometimes switching it up is all you need to do.

### **Things to Remember**

21. Network with the intention of helping other people, not yourself. People enjoy doing business with those that they trust and like. The only way to build that trust is to engage with others in a helpful way. Yes, trust takes a long time to build, but insincerity takes even longer to overcome. Once you've developed a relationship and created a bond, then you can move on to negotiating for favors and asking for help.
22. Networking is more about listening to what people say than saying the right things. Take the time to listen to people's stories. You can only provide something of value to them if you listen to who they are and what they do.
23. Sometimes the best networking opportunities involve real work. Volunteer for events, committees, or projects that will have interesting people at them — or better — working for them. Working on a project or task with someone is one of the best ways to develop a relationship. For example, volunteering for a non-profit can be a great way to get to know their influential board members.
24. Email is easy to send ... and ignore. Yes, email is quick, simple, and can be sent to anyone, anywhere. It's also very easy to be filtered out and ignored. If you really want to meet someone, then don't be afraid to pick up the phone, propose a video chat, or arrange a face-to-face meeting. These communication channels are usually less crowded and more personal, which means that your message will be more memorable. Email can be a great tool, but don't be afraid to mix it up.





**SAVE THE  
DATE**

# CIBPA CHARITY GOLF CLASSIC



Lunch Sponsor  
**Mama Maria's Ristorante**

*Our Business is Picking Up*  
**WDS**  
WINDSOR DISPOSAL SERVICES LTD.  
\$10,000 Hole In One Sponsor  
Windsor Disposal Services

**Monday May 27<sup>th</sup>, 2013**

**Essex Golf & Country Club**

**11: 00 am shot-gun start**

**Dinner to be held at the**

**CIBPA CENTRE**



For More Information call  
Tony Pupatello 519 944 7878

or

Joe Montaleone 519 944 5955





# THE CANADIAN ITALIAN BUSINESS AND PROFESSIONAL ASSOCIATION

**2013 CIBPA GOLF CLASSIC - MAY 27, 2013**

*One of Ontario and Canada's Best Golf Courses*



## **ESSEX GOLF AND COUNTRY CLUB**

7555 Matchette Road,  
LaSalle Ontario N9J 2S4

**CIBPA**  
**CHARITABLE**  
**ENDEAVOURS Inc.**

## REGISTRATION FORM

- ☐ Golfers @ \$760 per foursome: *(Includes Skins):\** \$ \_\_\_\_\_
- ☐ Individual golfer @ \$190 *(Includes Skins):\** \$ \_\_\_\_\_
- ☐ Corporate Foursome @ \$900\* (incl. Hole Sponsorship, Program Advertising, Skins): \$ \_\_\_\_\_
- ☐ Hole Sponsor @ \$150 / Hole:\* \$ \_\_\_\_\_
- ☐ Dinner guests @ \$50\* / person (Cocktail Reception, Dinner): \$ \_\_\_\_\_

**Includes: Golf & Cart, Lunch & Dinner**



**Registration: 9:30 am / Shot Gun Start - 11:00 am**

***Please Return This Form with Payment***

***\* HST is included***

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City \_\_\_\_\_ Postal Code \_\_\_\_\_ Phone \_\_\_\_\_

☐ ***Tax receipt required***

***\* \* \*Dress Code Enforced—No Cargo Shorts\*\*\****

### GOLF FOURSOMES

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

### METHOD OF PAYMENT

***PAYMENT MUST ACCOMPANY REGISTRATION FORM***

☐ Cheque (Payable to CIPBA) Please mail to P.O. Box 502, Windsor, ON N9A 6M6

☐ Charge Visa / Master Card: \_\_\_\_\_

Expiry Date \_\_\_\_\_ / \_\_\_\_\_ Signature: \_\_\_\_\_

**FOR MORE INFORMATION PLEASE CALL TONY PUPATELLO @ 519 944 7878;  
CELL: 519 816 6577 EMAIL: pupatello@bellnet.ca FAX: 519 944 7879**



## Hall Rental and Catering For:

*(hall will accommodate groups of up to 120)*

- Holiday Parties
- Showers/Weddings
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- Business Meetings
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Ask us about Our Budget-Conscious  
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**Contact Mario Salinitri at 519-258-7293 • 519-919-3542**

**ALL NET PROCEEDS GO TO CHARITY!**

# FEBRUARY 05, 2013 GENERAL ASSEMBLY MEETING





















# SUPERBOWL PARTY

*February 03, 2013*



## VALANTINES DAYS DINNER

*February 14, 2013*









