



CiCMC

BiTES from BiM

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*"A leader has the vision and conviction that a dream can be achieved. He inspires the power and energy to get it done."
Ralph Nader*



"Excellence in Management Consulting"

President's Memo

Dear Members and Colleagues

I hope everyone took some time to Rest, Relax, and be Refreshed and Reinvigorated during the summer period! This bumper summer edition of "BiTES from BiM" captures the activities undertaken over July and August.

We were especially pleased to welcome again our colleague, The Hon. Sandra Husbands, MP, to our July Chapter meeting, which included a lively Q&A interactive session and allowed members to gain perspectives on potential MC opportunities arising from the new government's developmental thrusts.

We were also proud to host our regional President Don Demeritte, CMC, who was on-island to sign a vital MOU with the UWI Open Campus. During his visit he paid courtesy calls on Minister Husbands, as well as on senior members of the EU Delegation. We anticipate that opportunities will emerge from these linkages for CiCMC at both regional and local levels. During his short visit, Don also "broke bread" with some of the local chapter members at an informal lunch after the MOU signing.

As we expand our linkages, we were pleased to have members participate at several functions. This helps us to maintain visibility and strengthen relationships with our partners.

Enjoy this bumper edition! Please send us your comments and suggestions ... and remember to SAVE-the-DATE for upcoming CiCMC Chapter Activities.

Norma Shorey-Bryan, CMC

July Chapter Meeting ... Q&A with the Minister

Our Chapter meeting on July 23, 2018 was another great success! Everyone who attended benefited tremendously from the informative discussions with The Hon. Sandra Husbands, Minister in the Ministry of Foreign Trade.

The evening's theme was **"CRAFTSMEN of OUR FATE: Opportunities and Challenges for Management Consultants"** and began with a welcome and introduction of new members by the President, Norma Shorey-Bryan. This was followed immediately by the main event and highlight of the evening, the informal Q&A session with the Minister. She was joined at the table by Graham Clarke, Executive Director, Barbados Coalition of Service Industries (BCSI), and chapter president Norma Shorey-Bryan.



Honourable Sandra Husbands MP making a point related to MC opportunities in trade, while Graham Clarke (BCSI), and Norma Shorey-Bryan, CMC listen attentively

In her initial introductory comments, the Minister, who is a former Director of the Barbados Chapter, highlighted the critical role required of consultants to help address the challenges faced by the region, and Barbados in particular, at this juncture in our history. Participants' numerous questions contributed to lively and discussions which centred around MC services and capabilities.

The discussions highlighted various options and approaches consultants and CICMC could take to add value to the many initiatives which the new government is in the process of undertaking. In particular, we discussed what management consultants need to do to position themselves and be ready to lead and/or support these programmes.

After the Minister's departure, discussions continued about ongoing CICMC initiatives, as the Chapter President gave an update on upcoming and planned local and regional activities. Treasurer Brenda Pope also provided a detailed update of the "Strategic Initiatives" presented in the Strategy Map at the beginning of the year. The report card was overall very positive, with 75% (9 of 12 areas) reflecting either solid progress or major activities undertaken. The evening ended with a members' mingle, allowing new and prospective members to interact and get to know colleagues better.



Attendees at the chapter meeting listening attentively to responses from persons at the head table and two of the many members of the audience posing questions or making contributions.

CiCMC signs important MOU with UWI Open Campus

On August 14, 2018, the University of the West Indies (UWI) Open Campus and the Caribbean Institute of Certified Management Consultants (CiCMC), signed a formal Memorandum of Understanding (MOU). The agreement provides for collaboration in areas including regional capacity building utilising the skills of Management Consultants to assist with specialised projects and joint ventures, organizational development initiatives, public education workshops and webinars and technical assistance, harnessing the experience and resources of both organizations.

Mr. Donald Demeritte, CMC, President of CiCMC flew in to Barbados specially to sign the MOU with Dr. Luz Longworth, Pro Vice-Chancellor and Principal of UWI Open Campus. Dr Longworth stated that "... the UWI Open Campus is committed to capacity development of the Caribbean and, in partnership with CiCMC, to advancing The UWI's vision for regional viability in economic development relevance and sustainability."

Donald Demeritte said that CiCMC was "... excited about the partnership with the UWI Open Campus. Our executive and members welcome the benefits from this fruitful partnership".

The signing ceremony was also attended by Mr. Olson Robertson, Regional Director CiCMC, Barbados Chapter president Norma Shorey-Bryan, CMC, and Juliette Feliciano, CiCMC Administrator, and Monica Masino, Programme Coordinator, Business Development Unit (BDU) of the UWI Open Campus.

CiCMC Barbados utilised the on-the-ground presence of the CiCMC regional president to set up a number of other meetings including a courtesy call with The Hon. Sandra Husbands, MP. He also met with Ambassador Tramacere and senior members of the EU delegation. These meetings served to strengthen relationships with key local, regional and international partner agencies.



Dr. Luz Longworth, Pro Vice-Chancellor and Principal of UWI Open Campus and Mr. Donald Demeritte, President, CiCMC sealing the agreement with broad smiles and a hand shake after the signing



L-R: Juliette Feliciano, Norma Shorey-Bryan CMC, Donald Demeritte CMC, Dr. Luz Longworth and Olson Robertson after the signing ceremony.



Honourable Sandra Husbands in deep conversation with CiCMC President Donald Demeritte CMC

Courtesy Calls



L-R: Janet Coteau Moreno, Head of the Economic and Social Section; Ambassador Daniela Tramacere, Head of EU Delegation; CiCMC President Donald Demeritte CMC; Norma Shorey-Bryan CMC; Adam Wisniewski, Trade Policy Manager.

CICMC presence at local business events

During the months of July and August, CICMC directors, board members or members themselves, attended or represented CICMC at several events on the local business calendar.

Wednesday, 18 July 2018 was a day to remember as the Barbados Chamber of Commerce & Industry held its biggest luncheon to date under the theme “The Rebirth of our Pride and Industry”. The featured speaker was the Hon. Mia Amor Mottley Q.C, M.P. who, for the first time, took the BCCI’s platform in the capacity of the Prime Minister of Barbados and delivered a comprehensive and riveting presentation. As a BCCI member, CICMC was out in full force with 4 board members and other CICMC members sharing tables with the 500+ business leaders.

CICMC was also represented at the farewell function on July 27, 2018 for out-going Executive Director of Caribbean Export Development Agency (CEDA) Pamela Coke-Hamilton. Caribbean Export has been a key partner for CICMC, as the founding and primary sponsor of the annual Management Consulting symposium/conference since 2008, and continuing to support CICMC in various ways.

Mr. Percival Marie, Director General of the CARIFORUM Directorate pointed out that although the region was “losing an asset” it was “...gaining an international advocate and friend” as Ms. Coke Hamilton embarks on a new role with UNCTAD as the Director of International Trade on Goods, Commodities and Services based in Geneva. CICMC representatives received her commitment to maintain communication, and also took the opportunity to renew and deepen contacts with leaders and senior representatives of the many regional and international agencies present that evening.

Regional/Local Interaction & Networking

During his short visit to sign the UWI Open Campus MOU, the Barbados Chapter held an informal lunch to give local chapter members an opportunity to meet and interact with our regional President. Members also had a chance to network and mingle over light refreshments after the July chapter meeting.



L-R: Monica Masino (VP), Brenda Pope CMC (Treasurer), Denise Mongerie-Rogers (member), Norma Shorey CMC (President), Alison Rice-Beckles CMC (Director) all smiles after the BCCI luncheon.



L-R: Gail Mathurin - Director General, Office of Trade Negotiations, CARICOM; Cecile Humphrey - Board Chair, CEDA; Percival Marie - Director General, CARIFORUM Directorate; Pamela Coke-Hamilton - Executive Director, CEDA; The Hon. Sandra Husbands - Minister in the Ministry of Foreign Trade; H.E Amb Daniela Tramacere - Head of Delegation, EU Delegation to Barbados, Eastern Caribbean States, OECS and CARICOM/CARIFORUM; Amb. Francisco Fernandez Pena, Embassy of the Republic of Cuba in Barbados.



Barbados Chapter executive and members in a relaxed mood during the informal lunch with visiting CICMC president Don Demeritte

Members mingling after the July chapter meeting to discuss topics of mutual interest, including chapter related initiatives.

Upcoming Events ... Save the Date

Reminder to **Save-the-date!!!** in your calendars for the following activities which are already planned or confirmed.

Date	Event	Location	Comment
October 30, 2018	Barbados Chapter Annual General Meeting	BCSI Conference Room	Our annual general meeting
November 6-8, 2018	PPOMC training course	The Potter Center, Fontabelle	Next edition of Principles and Practice of Management Consulting (PPOMC) course. Register early!
May 15 th - 17 th 2019	CiCMC Annual Regional Conference	Barbados, TBD	Barbados was chosen as the next venue for CiCMC's 2019 event



CiCMC Regional Consultants Database

The CiCMC Regional Consultants database was launched at the regional Curacao conference earlier in April this year. Current CiCMC members who have not already done so are invited to access and register for your accounts using the link below: <https://btr-hosting.com/cicmc>

N.B. Please use the email address that CiCMC regional has on file, as this is the address that has been authorized for your registration. You will be able to change it afterwards



Media Buzz

SOCIAL MEDIA FACTS

Did you know that **80%** of B2B leads come from LinkedIn (well, according to LinkedIn anyway) ... and that posting on Facebook just once or twice a day results in approximately **40%** more engagement than posting 3 or more times daily (wordstream.com)?

Make us one of your posts and if you haven't done so yet, like us on Facebook and LinkedIn at <https://www.facebook.com/cicmcbarbados/> and <https://www.linkedin.com/company/cicmc-barbados/>

We look forward to talking with you there!



