

310 Front Street West  
Suite 800, Toronto, ON  
M5V 3B5

Toll free: 1.888.267.CPSA (2772)  
Telephone: 416.408-2685  
Fax: 416.408.2684  
www.cpsa.com



Canadian Professional  
Sales Association  
L'association canadienne  
des professionnels  
de la vente

*Since/Depuis 1874*

## **BOARD OF DIRECTORS MEMBER CRITERIA AND APPLICATION FORM**

The Nominating and Bylaw Committee will review the following factors when it is considering applicants for possible nomination as representatives on the CPSA Board of Directors.

CPSA is seeking applicants based on the following criteria:

- Are experienced in the field of sales, sales management and general management
- Bring a unique skill set, e.g. finance, PR, marketing, government affairs, etc., or bring experience of particular value to the Board.
- Are recognized as current or future leaders in sales
- May represent regional or gender balance
- May represent a strategic segment of our membership that is important to the association
- Represent large corporate, national sales force or small, medium sized (SME) business/enterprise
- Have the ability to serve for a minimum of one two-year term and a maximum of three, two-year terms
- Have the ability to eventually be considered for the role of CPSA Chair
- Have demonstrated interest in the association by accomplishments as a committee volunteer
- Are experienced with operating in an environment that defines the role of a Board as being focused in setting policy and establishing strategic direction
- Have demonstrated through industry or community involvement good stewardship and governance
- Have the ability to take on CPSA committee responsibilities
- Work well as part of a team, contribute reasoned opinion and accept and support decisions reached by the Board
- Are experienced working with a diverse membership and understand regional issues
- Are able to commit the time and resources to serve on the Board and committees

APPLICANT NAME: \_\_\_\_\_

CPSA MEMBERSHIP #: \_\_\_\_\_

POSITION & COMPANY: \_\_\_\_\_

YEARS OF EXPERIENCE IN SALES/SALES MANAGEMENT: \_\_\_\_\_

PHONE/FAX/E-MAIL: \_\_\_\_\_

APPLICANT SIGNATURE: \_\_\_\_\_

Applicants are requested to attach a typed 200 – 250 word outline that provides the Nominating and Bylaw Committee with an overview of experience and qualifications in relation to the above criteria. Also please attach a current CV.

**NOMINATIONS FORM  
ELECTION TO CPSA BOARD OF DIRECTORS**

I hereby submit my name for nomination to the Canadian Professional Sales Association's Board of Directors. Pursuant to the Association's Bylaws, I agree to serve for the two-year term commencing with the \_\_\_\_\_ (year) Annual General Meeting (AGM) and ending with the \_\_\_\_\_ (year) Annual General Meeting. Attached is a list of 25 active, voting CPSA members who are seconding my nomination.

\_\_\_\_\_

Print Name

\_\_\_\_\_

Membership #

\_\_\_\_\_

Signature

\_\_\_\_\_

Date

I hereby second the nomination of \_\_\_\_\_ for the two-year Board of Directors term commencing with the \_\_\_\_\_ (year) AGM and ending with the \_\_\_\_\_ (year) AGM.

Name (Print)

Signature

Membership #

1. \_\_\_\_\_
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23. \_\_\_\_\_
24. \_\_\_\_\_
25. \_\_\_\_\_

Completed applications, the outline and CVs  
should be sent to CPSA to the attention of:

CPSA President & CEO

Canadian Professional Sales Association

310 Front St. W., Ste. 800

Toronto, ON M5V 3B5

Email: [hcopeman@cpsa.com](mailto:hcopeman@cpsa.com)

Fax: (416) 408-2684