

CMAC

EDUCATION Borders





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The private club industry continues to evolve in order to serve ever-changing market segments. CMAC and BFL CANADA have worked together on an ongoing basis since 1996 to develop a comprehensive **Employee Benefits** program tailored to your needs.

Gain a sustainable competitive edge, attract top talent and reduce employee turnover with our consulting services expertise in: Group Benefits, Executive Benefits and Group Retirement.

WHY CHOOSE US

- We offer a benefits program tailored to the needs of CMAC
- We have over 30 years of expertise in Employee Benefits
- Our offices are located in major cities across Canada

CONTACT US!

BFL CANADA Consulting Services Inc. **Toll free:** 1-800-299-0759 cscmgroup@bflcanada.ca





WELCOME

FROM THE CONFERENCE COMMITTEE



We are thrilled to welcome you to Windsor — Ontario's southern gem — for the 2025 National Conference! Get ready for an unforgettable experience filled with inspiring education, meaningful connections, and a celebration of club management excellence.

This year's conference promises fantastic educational sessions, the opportunity to connect with colleagues and industry partners, and a chance to explore the best of Windsor. Whether you're deepening your knowledge, building your network, or sharing ideas with fellow professionals, there's something here for everyone.

We're also excited to take you beyond the meeting rooms with exclusive visits to four of the region's premier local clubs. These on-site experiences will offer a unique behind-the-scenes look into exceptional club operations and hospitality.

Our host hotel, Caesars Windsor, is located in the heart of downtown, just steps away from vibrant entertainment, renowned restaurants, and scenic riverfront views. Whether you're catching up with peers over a great meal or enjoying some well-deserved downtime, Windsor is ready to impress.

We invite you to watch the video below for a sneak peek at what's in store — from stunning venues to unforgettable experiences. We can't wait to welcome you. Join us for a week of learning, networking, and inspiration!

Sincerely, 2025 National Conference Committee



Laura Shackleton, CCM
Communications & Member Engagement Officer
Sunningdale Golf & Country Club



Bradley Chambers
Controller
Westmount Golf & Country Club



Shawn Greco, CCM Food & Beverage Manager RiverBend Golf Community



Michael Hearse, CCM General Manager Westmount Golf & Country Club



JoAnne Hosack, CCM Fanshawe College



Karrie Rupple
Food and Beverage Services Manager
London Hunt and Country Club









GGA Partners

Be Prepared for What's Ahead

GGA helps you stay in the right lane

Our experienced team of advisors help you gain a better understanding of your market, financial capabilities, and member priorities to identify the right strategies to drive your club forward.

Our services include:

- Strategic Planning
- Executive Search & People Services
- Governance Best Practices
- Member and Employee Engagement
- Membership Strategy & Restructuring
- Financial Modeling & Analysis
- Capital Planning & Funding
- Capital Communications
- Transaction Advisory
- Technology Planning & Implementation

www.ggapartners.com 905-475-4017



In RECOGNITION



2025 CMAC **Anniversary Years**

20 YEARS

Gregory Andrew Daniel Beauregard Matthew Butko, CCM Jeremey MacRae, CCM, CCE Alex Maggiacomo Gary Ward Glenn Williams Terry Yacyshen, CCM

25 YEARS

Jason Clarke, CCM Donna Cram Richard Creally John Gravett CCM, CCE Rob Mason Chris Serré, CCM

30 YEARS

Christian Diotte Larry Purpur Anne Richardson

40 YEARS

John Adams Patricia Mann, FPCM, BAS George Pinches, FPCM

45 YEARS

James Little

60 YEARS

Norbert Luth

CMAC Awards Ceremony sponsored by



New CCM Designates

Ash Chadha, CCM | The Glencoe Club Nicole Crewe, CCM | Ontario Racquet Club Kerry Donohue, CCM | Blackhawk Country Club Domer Rafael, CCM | Manitoba Club Hendrick van der Geld, CCM | The Club at North Halton

New Honour Society Designates

Richard Arnold, CCM | The Glencoe Club & The Glencoe Golf & Country Club Chris Serré, CCM | Rosedale Golf Club

Eric Thorsteinson, CCM, CCE | Silver Springs Golf and Country Club

New CCE Designate

Eric Thorsteinson, CCM, CCE | Silver Springs Golf and Country Club

2025 Awards Recipients

President's Award

Jeff Germond, CCM

Club Manager of the Year Award

Daniel Lambert | Richmond Country Club

Denzil Palmer Mentor of the Year Award

David Main, PGA, MBA, ECM | Lambton Golf & Country Club

Excellence in Teaching Award

Sheldene Matyczuk | Saskatchewan Polytechnic

Young Professional Award

Ilijana Stankovic | The Oakville Club

Club of the Year (Large) Award

The Boulevard Club

Club of the Year (Medium) Award

Oakfield Golf & Country Club

Excellence Through Innovation Awards

Calgary Petroleum Club











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CLUB &

We've packed our guide with insights and products that will optimize your purchasing.

CORPORATE PARTNERS and CONFERENCE SPONSORS



Sincere thanks to our Corporate Partners for their ongoing support of, and involvement with, CMAC and its members. We will continue to work together to enhance the value of membership in CMAC as we strengthen our existing relationships.







Conference Sponsors





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CMAC MEMBERSHIP and Education CREDITS



CMAC Membership

The Club Management Association of Canada is the national professional association for individuals involved in the club management profession in Canada. Since 1957, the association has been supporting members with education, certification, networking, and member events to facilitate them being the best in the industry. Members include general managers, chief operating officers, assistant general managers, clubhouse managers, golf superintendents, chefs, controllers, food and beverage supervisors, golf professionals, as well as students interested in pursuing a career in club management. CMAC professionals work at private, semi-private, and public golf clubs, country clubs, city clubs, faculty clubs, and recreation and leisure clubs.

CMAC is headquartered in Toronto, Ontario, with over 675 members and 11 branches across Canada.

For more information or to download a membership application form, please visit **thecmac.ca**.

Education Credits

Education Credits are awarded on the basis of one (1) Credit for each 60 minutes of education time.

There are a total of 15 National Education Credits possible if you attend all sessions.

Participants must be present for the full session and an evaluation form must be completed and submitted for each session in order to be eligible for the credit(s). Breaks are not included.

CMAC members who register for and attend the conference will be awarded ten (10) Association Activity Credits with an additional two (2) Activity Credits for attending the Annual General Meeting.

Members will also receive one (1) CMAC National Conference Credit (with attendance at a minimum of four education sessions).

Members who attend the Pre-Conference CMI Workshop will also receive six (6) National Education Credits.









UNLEASH EMPLOYEE POTENTIAL

TAKE YOUR STAFF EXPERIENCE TO THE NEXT LEVEL

Are you ready to take the leap into the future of employee excellence? At Club Core, we're not just reimagining the workplace; we're rewriting the rules. Club Core is a centralized hub to keep your staff engaged, consistent and efficient.



ATTRACT

top talent by meeting the needs of the modern employee with flexible, personalized learning available anytime, anywhere



ONBOARD

staff seamlessly, with consistent training materials and interactive communication tools for a confident and successful day 1



TRAIN

employees with a platform that delivers diverse training content, progress tracking and tailored learning experiences to individual needs



EVALUATE

with standardized assessment criteria, real-time feedback, and data-driven performance metrics, while creating mentorship opportunities



RETAIN

talent by fostering loyalty and engagement through effective communication, and on-going skill development opportunities, making employees feel valued and informed



Club Core has been the perfect platform to host our required training, onboarding and centralized communication for all staff at Credit Valley. The team at Club Core made the implementation process seamless.

- Jason Hanna, Chief Operating Officer Credit Valley Golf Club









CLUB CORE

SAVE the DATE



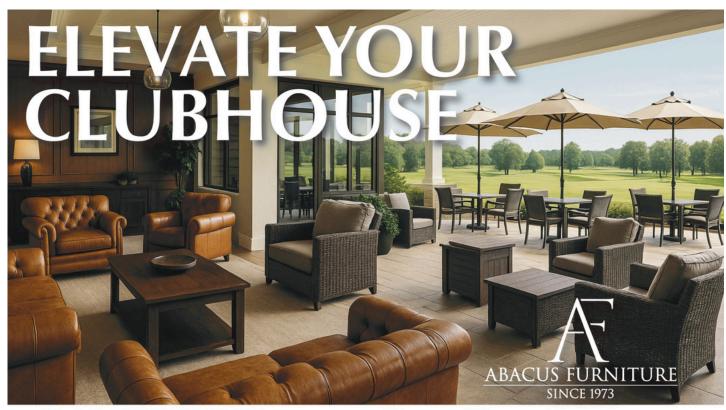
BMI Leadership General
Manager Chief Operating Officer
Toronto, ON
JANUARY 26-30, 2026

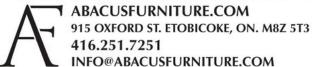
National
Food & Beverage
Management Conference
Collingwood-Blue Mountains
FEBRUARY 22-25, 2026

National Conference

Montreal

OCTOBER 16-20, 2026











PROGRAM at a GLANCE



Saturday Navambar 4			Sunday Navambar 2		Manday Navember 2			Tuesday, November 4 Wednesday, November 5	
7:00	Saturday, November 1		Sunday, November 2		Monday, November 3		Tuesday, November 4	Stretch Class	
7:30								Wellness	Wellness Area
7:45								Breakfast LivUn Ltd.	
8:00 8:15		12222222222	Breakfast 7:45 am - 8:45 am				Bus to Detroit	7:30 am - 8:30 am	
8:30		CMI Workshop Breakfast						The Power of a Positive Team: Fueled by	
8:45								P.A.S.S.I.O.N.	
9:00	1		Awards Ceremony		Travel to Essex Golf & Country Club 8:45 am - 9:30 am Club Tour			Passion Graham, CCM Lori LeBard, CCM 8:30 am -9:30 am	
		Leading from Within – Mindful	8:45 am - 9:45 am						
9:15									
9:30 9:45			Conference Welcome		Essex G&CC 9:30 am - 10:00 am Breakfast at Essex G&CC		OFF SITE IN DETROIT Club Tours & Education	Breaking Barriers and Building Confidence Lindsay Zubek 9:30 am - 10:30 am	
10:00	The state of the s								
10:15									
10:30		Emotional		to Develop a Five Star ber Club Experience	10:00	am - 10:30 am			
		Resilience		ormica					
10:45		Laurie Martin CMI Workshop	Opening Keynote 10:00 am - 11:30 am		Al in Clubs Scott Rawcliffe				
							Grosse Point Yacht Club		
11:00 11:15					10:30	am- 11:30 am			
11:30			AGM Registration					Sponsor Showcase & Lunch 10:30 am - 1:30 pm	
11:45			AGM Re	gistration	GOLF TRACK	OTHER EDUCATION	Country Club of Detroit	10:30 am	- 1:30 pm
12:00 12:15		CMI Workshop	AGM	Lunch					
12:30	CMAC Board Meeting & Leadership Forum	Lunch	AGM Lunch 12:00 pm - 1:00 pm						
12:45							Detroit Athletic Club		
1:00			New Board Meeting	Break			Don on Francis Grap		
1:15				Difficult					
1:45			Wellness Trends	Conversations -		Canadian Whisky		Canadian C	lub Insights
		Leading from Within –	Panel Concurrent Session	Ending Employment		Masterclass		GGA P	
2:00		Mindful	1:30 pm - 2:30 pm	Concurrent Session 1:30 pm - 2:30 pm	Golf Day	J.P. Wiser's Experience		1:30 pm	- 2:30 pm
2:15		Emotional	_		12:00 pm				
2:30		Resilience	Break 2:30 pm - 3:00 pm						
2:45 3:00		Laurie Martin CMI Workshop		Turf Talk: Secrets		Caesars Windsor		This Is Day One: C	reating Cultures Of
3:15		Civil Workshop	The Sponge Effect of Leadership	from the Field		Behind the Scenes		Leade	
3:30			Concurrent Session	Panel					Oudley - 4:00 pm
3:45			3:00 pm - 4:00 pm	3:00 pm - 4:00 pm				2.30 pm	1.00 ріп
4:00				0.00 piii - 4.00 piii					
4:15			Making Sense of the People Puzzle Caroline Rochon 4:00 pm - 5:30 pm						
4:30 4:45							Bus to Windsor		
5:00									
5:15									
5:30 5:45									
6:00								Bus to	Club
6:15	Newbee Session							Bus to	Club
6:30	100000000000000000000000000000000000000				Bus to Club		§		
6:45 7:00	Welcome Reception				Club Tour				
7:30								President's Dinner	
8:00	Caesars Windsor				Windsor Yacht Club			Beach Grove Go	f & Country Club
9:00									
9:30					-				
10:00				10		1.5			

Program is subject to change.











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signature club

AND SESSION DESCRIPTIONS



John Formica

John, "Ex-Disney Guy" is a former Disney leader, internationally known speaker, coach and author of the top selling book, "Making The Customer Experience Magical Now!" John has inspired audiences with over 3,000 presentations and keynotes across the globe. He has appeared on all major TV networks and featured in business journals and magazines as Australia's Top Five Best Customer Experience Speaker. John was also selected as one of the Top 10 World Global Thought Leaders and Influencers on Customer Loyalty in 2021, 2022, 2023 and 2024.

JOHN FORMICA

"IT'S SHOW TIME"- HOW TO DEVELOP A FIVE STAR DISTINGUISHED MEMBER CLUB EXPERIENCE

Sunday November 2, 2025 | 10:00 am - 11:30 am

Discover how to create a five-star club experience that captivates members and guests by turning every interaction into a magical experience. Learn practical strategies to enhance member engagement, boost operational success, and achieve a distinguished status amongst members with style and energy.











AND SESSION DESCRIPTIONS



Rob Barr, Director of Athletics, Detroit Athletic Club

Rob Barr has spent more than 30 years in the fitness and athletics industry, with over two decades dedicated to the Detroit Athletic Club. As Director of Athletics, Rob oversees a wide range of programs and operations designed to help members live longer, healthier, and more fulfilled lives.



Jennifer Kennedy, Athletics and Wellness Director, The Boulevard Club

Jennifer Kennedy leads Athletics and Wellness at The Boulevard Club, bringing over 20 years of leadership experience in developing innovative athletic and wellness programs. She is passionate about creating strategies that promote longevity, holistic health, and overall well-being for members.

ROB BARR JENNIFER KENNEDY EMERGING WELLNESS TRENDS

Sunday November 2, 2025 | 1:30 pm - 2:30 pm (Concurrent)

This fireside chat dives into the latest wellness trends and explores what's working, what's next, and how to stay ahead in wellness-focused facilities.











AND SESSION DESCRIPTIONS



Cassandra DaCosta

Cassandra is a Senior Associate at Filion Wakely Thorup Angeletti LLP, specializing in labour and employment law. Her practice encompasses a wide range of workplace issues, including collective bargaining, labour disputes, grievance arbitration, human rights, wrongful dismissal litigation, employment standards, and workplace policies.

Cassandra's background includes addressing complex issues in unionized environments, navigating human rights concerns, and managing wrongful dismissal claims, which equips her to guide employers through both formal dispute resolution processes and informal negotiations.

Her experience in multiple jurisdictions also allows her to provide nuanced advice that considers political, cultural, and socioeconomic factors, helping employers resolve disputes efficiently while maintaining compliance and fostering positive workplace relationships. She is a frequent speaker and author on employment law topics and is actively involved in professional associations within the field.

CASSANDRA DACOSTA DIFFICULT CONVERSATIONS - ENDING EMPLOYMENT

Sunday November 2, 2025 | 1:30 pm - 2:30 pm (Concurrent)

Explore how to handle difficult conversations when employees leave—whether through resignation, retirement, or termination. This session provides practical guidance to ensure departures are managed with professionalism, empathy, and compliance.











AND SESSION DESCRIPTIONS



Laurie Martin

Laurie Martin is an internationally respected educator, keynote speaker, and trauma-informed leadership consultant with over 25 years of experience helping leaders navigate emotionally complex moments with clarity, compassion, and strength.

Known for her refreshingly real approach, Laurie blends evidence-based strategies with delightful humour and deep emotional insight—leaving audiences feeling energized, equipped, and understood.

She knows the club industry from the inside out. With a background in hospitality, food and beverage service, and frontline customer care, Laurie has lived the day-to-day of club culture. Since 2013, she has partnered with private clubs across North America and Europe, supporting General Managers and leadership teams in building emotionally resilient, people-centered workplaces.

LAURIE MARTIN THE SPONGE EFFECT OF LEADERSHIP

Sunday November 2, 2025 | 3:00 pm - 4:00 pm (Concurrent)

Welcome to The Sponge Effect of Leadership — a refreshing, real-world workshop designed exclusively for club managers. In your role, you absorb stress, expectations, and frustrations from every direction — members, staff, boards, and even home life. Over time, that pressure can make even the most passionate leader feel robotic and weighed down. This session introduces "The Sponge Effect" — practical, science-backed strategies to wring out what no longer serves you and reignite your emotional strength.











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Luxury evolves. So do member expectations. Pacesetter helps elite clubs stay relevant across generations, delivering digital-first experiences that feel personal, seamless, and unforgettable. From access to engagement, we keep your club at the forefront of what's next.

AND SESSION DESCRIPTIONS



MODERATOR:
Michael Hearse, CCM
General Manager,
Westmount Golf & Country Club



Greg Brown, Golf Course Superintendent, Maple City Country Club



Kevin Collier, Golf Course Superintendent, RiverBend Golf Community

GREG BROWN KEVIN COLLIER JOEL HENDERSON

TURF TALK: SECRETS FROM THE FIELD PANEL

Sunday November 2, 2025 | 3:00 pm - 4:00 pm (Concurrent)

Get the latest insights from superintendents tackling real-world challenges and discussing trends in sustainability, technology, and innovation.





Joel Henderson, Golf Course Superintendent, Sarnia Golf & Country Club









AND SESSION DESCRIPTIONS



Caroline Rochon

Caroline is a bilingual International Speaker, Transformational Trainer, DISC Certified Human Behaviour Consultant - In association with Personality Insights, Inc., Success Coach, Professional Organizer, Certified Facilitator and Premiere Partner with Appreciation at Work™. She is dedicated to inspiring and empowering individuals and groups so that they can achieve their goals and fulfill their dreams. She was trained by Jack Canfield (coauthor of the Chicken Soup for the Soul® Series and the Success Principles™) on how to facilitate individual and group transformation. A TEDx speaker and award-winning entrepreneur, Caroline has inspired audiences globally—from India to Mexico. She's also a bestselling author, columnist, and passionate storyteller. Let yourself be transformed by Caroline's passion and authenticity!

CAROLINE ROCHON MAKING SENSE OF THE PEOPLE PUZZLE

Sunday November 2, 2024 | 4:00 pm - 5:30 pm

Understanding the Model of Human Behaviour is essential to building stronger personal and professional relationships.
DISC, a time-tested behavioural modality, has empowered millions to recognize personality styles and improve how they connect with others. This dynamic, action-oriented keynote engages multiple senses—hearing, seeing, and doing—to maximize retention and impact. Attendees will gain a clear, practical overview of the four personality types in an entertaining and eye-opening way, transforming the mystery of human behaviour into meaningful insight.











AND SESSION DESCRIPTIONS



Scott Rawcliffe

Scott is an Al-driven marketing strategist with 24 years of entrepreneurial experience. Having overseen eight-figure Meta ad spends and advised businesses worldwide, he blends real world experience with friendly, actionable guidance. A seasoned keynote speaker across North America, Australia, and New Zealand, Scott joins CMAC's National Convention to show golf-club managers how generative Al can boost member acquisition, loyalty, and spend.

SCOTT RAWCLIFFE

FROM TEE TIME TO BOTTOM LINE: DEMYSTIFYING AI FOR CLUB MANAGEMENT PROFESSIONALS

Monday November 3, 2025 | 10:30 am - 11:30 am

Artificial intelligence moves fast, but the goal is timeless: happier members and healthier margins. In this interactive session, AI marketing strategist Scott Rawcliffe breaks down the newest, no-code tools shaping club marketing and day-to-day operations; from marketing to member communication to tee-sheet demand forecasting. Everything we go over will be paired with a short "your turn" exercise and open Q&A, so you can test ideas on the spot and see how they fit your club. You'll leave with an adaptable framework, a starter checklist, and the confidence to keep experimenting long after the convention.



AND SESSION DESCRIPTIONS





J.P. WISER'S EXPERIENCE CANADIAN WHISKY MASTERCLASS

Monday November 3, 2025 | 12:30 pm - 2:30 pm

Experience the story of Canadian whisky – from its vibrant history to the craftsmanship and process behind making it. Learn first hand how we make our world-renowned spirits in The Distillery, while you enjoy a curated flight of our award-winning Canadian whiskies. This guided tasting seminar features a blend of history and story-telling intertwined with Canadian whisky education. Cheers, eh!



CAESARS WINDSOR BACK OF HOUSE TOUR

Monday November 3, 2025 | 3:30 pm - 4:30 pm

Step beyond the guest experience and discover what happens behind the doors at Caesars Windsor! This exclusive Back of House Tour takes you through the bustling hotel kitchens and service areas where world-class dining and hospitality come to life. Then, head backstage for a rare look at the legendary Colosseum stage — where top performers prepare before the spotlight shines. From gourmet prep to showtime magic, see how Caesars Windsor delivers excellence from the inside out!









CLUB TOURS

DAY IN DETROIT





Grosse Point Yacht Club



Country Club of Detroit



Detroit Athletic Club

Tuesday November 4, 2025 | 8:30 am -10:15 am

Set sail for an exclusive look inside the prestigious Grosse Pointe Yacht Club! Explore this stunning waterfront property, renowned for its timeless architecture, exceptional amenities, and vibrant boating culture. From the elegant dining rooms to the award-winning marina, discover what makes this private club a true Great Lakes gem.

Tuesday November 4, 2025 | 10:30 am - 12:00 pm

Experience the rich tradition and refined elegance of the Country Club of Detroit. Nestled in historic Grosse Pointe Farms, this storied club blends classic charm with modern excellence. Explore its beautifully restored clubhouse, world-class dining spaces, and championship golf facilities — a true showcase of heritage, hospitality, and timeless club culture.

Tuesday November 4, 2025 | 12:30 pm - 4:30 pm

Discover the legacy and luxury of the Detroit Athletic Club — a historic landmark at the heart of downtown Detroit. Step inside this architectural masterpiece to explore its exquisite dining venues, athletic facilities, and private member spaces that blend tradition with contemporary sophistication. A rare glimpse into one of America's most distinguished city clubs.

















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Mississauga Calgary Edmonton



AND SESSION DESCRIPTIONS



Passion Graham, CCM

Passion has traversed the road less traveled throughout her almost 30 year hospitality career. It has been more of a lattice as opposed to a ladder to success with forays in restaurants, hotels and most prominently in the private club sector before taking the entrepreneurial leap & focusing on Passionate Productions full time in 2024.



Lori LeBard, CCM

Lori, honored as the 2024 Gary Player Educator of the Year and a Certified Club Manager (CCM), brings over 20 years of expertise to her position as Assistant General Manager at Atlantic Fields, a premier Discovery Land Company property. Starting her hospitality career at the age of 15, Lori has evolved into a leader renowned not just for her dedication to team culture and service excellence, but for elevating the member experience to its highest potential.



PASSION GRAHAM, CCM LORI LEBARD, CCM CULTURE BY DESIGN: LEADING WITH POSITIVITY AND PASSION

Wednesday November 5, 2025 | 8:30 am - 9:30 am

Leadership is not simply about directing teams—it's about cultivating an unshakable culture of trust, purpose, and resilience. This interactive session brings together two powerful leadership philosophies—Jon Gordon's The Power of a Positive Team and the PASSION framework pioneered by Passion Graham, CCM—to ignite deeper understanding and intentional action among today's club leaders.

Through real-world application, participant activities, and tangible takeaways, this session explores how positivity and intentional leadership foster a thriving team culture. We'll challenge attendees to evaluate their current culture, align their leadership styles, and create an action plan to reinvigorate their teams from the inside out.









AND SESSION DESCRIPTIONS





Lindsay Zubek, SHRM-SCP, CPHR, CPCC, ACC

Lindsay is an executive coach, leadership strategist, and co-founder of Plum Leadership Group. With over 20 years of experience across corporate, nonprofit, and entrepreneurial sectors, she works with organizations to build confident, capable leaders who can lead with both clarity and emotional intelligence.

Through Plum's development programs, including the Manager Essentials program, Lindsay helps leaders strengthen technical leadership skills while also developing the soft skills essential to team performance, such as communication, emotional intelligence, and self-awareness. She works closely with professionals in the club industry, coaching, training, and developing their future leaders to succeed in fast-paced, people-centered environments.

LINDSAY ZUBEK, SHRM-SCP, CPHR, CPCC, ACC BREAKING BARRIERS AND BUILDING CONFIDENCE

Wednesday November 5, 2025 | 9:30 am - 10:30 am

In a world where even the most accomplished leaders grapple with self-doubt and imposter syndrome, confidence becomes a skill – not a given. Drawing from my experiences as a hockey player and coach, investment industry leader, and business founder, this keynote explores how we can strengthen our inner voice and step into challenges with greater confidence. Together, we'll delve into:

- How to navigate challenges and uncertainty while keeping your confidence intact
- Why imposter syndrome shows up (even for the most successful) – and how to reframe it
- Practical strategies to project confidence, take smart risks, and lead with authenticity
- Real-life lessons and insights drawn from my journey across high-performance environments

This talk is for anyone ready to break through internal barriers and build lasting self-assurance in work and life.









AND SESSION DESCRIPTIONS



Neil Brown, CPA, CIA, CRMA, ICD.D Executive Director GGA Partners



Matthew Clarfield Director GGA Partners



Michael Gregory Partner GGA Partners

NEIL BROWN, CPA, CIA, CRMA, ICD.D MATTHEW CLARFIELD MICHAEL GREGORY

FROM INSIGHT TO IMPACT: WHAT 2025 CANADIAN CLUB DATA MEANS FOR YOU

Wednesday November 5, 2025 | 1:30 pm - 2:30 pm

GGA Partners' Michael Gregory, Neil Brown, and Matthew Clarfield will provide an overview of the current state of the private club industry in Canada, going beyond the data to uncover impactful insights relevant for Club leaders.

Building on the 2025 Canadian Club Industry Insights research in partnership with CMAC, this session will help club managers understand emerging trends and show how leading Canadian clubs are changing their business strategies to provide exceptional member experiences.

Using a case-based technique, where data will be paired with real-world case studies to drive meaningful conversation, attendees will leave with practical insights they can immediately apply to their club environments by recognizing opportunities, overcoming key challenges, and leveraging the collective experience of fellow club leaders to develop applicable solutions.

GGA Partners is an international consulting firm and strategic advisor to many of the world's most successful golf courses, private clubs, resorts, and residential communities.

With a highly experienced team of professional consultants and seasoned industry executives across five global offices in Canada, Europe and the United States, we leverage in-depth business intelligence and proprietary global data to design impactful strategic solutions and help organizations achieve lasting success.











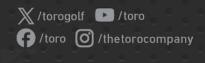
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AND SESSION DESCRIPTIONS





Drew Dudley

Fifteen years ago, Drew was the head of Canada's largest leadership program at the University of Toronto when a group of his students secretly nominated him to deliver a TED Talk that went on to be voted one of the "15 Most Inspirational TED Talks of All Time" and gave Drew the opportunity to travel the world trying to redefine leadership for as many people as possible.

Now a Wall Street Journal Bestselling Author, speaker and educator, Drew is on a mission to help people unlearn some dangerous lessons about leadership. With clients that have included some of the worlds most dynamic organizations--including the United Nations and over 100 colleges and universities--Drew draws on over two decades of experience to blend humor, storytelling and easy-to-implement strategies into some of the most engaging and practical leadership presentations in the world.

DREW DUDLEY

THIS IS DAY ONE: CREATING CULTURES OF LEADERSHIP

Wednesday November 5, 2025 | 2:30 pm - 4:00 pm

The "winds of change" can often seem hurricane-force: pushing us to feel like we're constantly trying to adapt in the midst of chaos. This practical and empowering keynote provides a roadmap to the quiet and calm at the centre of the storm – a far better place to make assessments and decisions about what must come next.

Wall Street Journal Bestselling author Drew Dudley demonstrates that while innovation and adaptability are key factors in navigating times of great uncertainty, the first step in preparing to navigate change is identifying which stability-building behaviours need to remain unchanged.

Drew will share a process rooted in behavioural psychology and designed to help you identify and embed those stability-building behaviours into your life and work. He will share the crucial role your personal values play in effective decision-making and share The Leadership Test: six questions that provide a daily roadmap to living those values. The Leadership Test turns your key values into more than just words: providing the foundation of clarity, consistency and strength necessary to thrive in times of tremendous change.

None of us can make our professional or personal storms disappear, but Drew will show you how to equip yourself to make better decisions as you push through.











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The E-Z-GO RXV ELITE is the premier golf cart for any course striving to be the best. The RXV ELITE lithium battery, powered by Samsung SDI Technology, provides golfers with a powerful vehicle that handles the course with ease. This lithium powertrain, combined with the RXV ELITE's purpose-built dash and automotive design, makes the RXV ELITE every golfer's best friend.



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Online **AUCTION...**

Contributions generated via the auction are put towards the Professional Manager Development (PMD) Fund. The PMD Fund is a critical part of supporting the continued education and development of CMAC Members who are pursuing their Certified Club Manager (CCM) designation. The Fund provides bursaries for members attending Business Management Institute (BMI) courses, Club Management Institute (CMI) courses, the fee payments for those challenging the CCM exam, and is also instrumental in the ongoing development of the BMI courses hosted in Canada.

Now more than ever, support of the Fund is needed. The auction has previously contributed upwards of \$30,000 to the Fund.

THE ONLINE AUCTION WILL CLOSE ON THURSDAY, NOVEMBER 20, AT 12 PM ET.

To view items and submit your bid: https://auctria.events/CMACWindsor2025

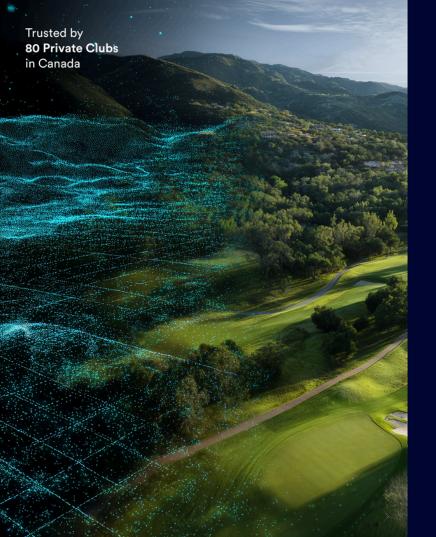
THE **AUCTION** IS NOW LIVE!

IMPORTANT

This online auction is only open to the Club Management Association of Canada (CMAC) members, corporate partners, conference sponsors and their affiliates.

Only credit card payments

(Visa and Mastercard) will be accepted and there will be no associated payment admin fee on this site. Shipping costs of the auctioned item is the responsibility of the purchaser and donor.



Club Support



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General

INFORMATION



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Dress Code

WELCOME RECEPTION

November 1 – Business Casual

EDUCATION SESSIONS AT HOTEL November 2 & 5 – *Business Casual (denim permitted)*

CLUB TOUR AT ESSEX GOLF & COUNTRY CLUB November 3 – *Business Casual (golf attire permitted)* CLUB TOUR AT WINDSOR YACHT CLUB November 3 – *Business Casual (golf attire permitted)*

DETROIT CLUB TOURS

November 4 – Business (NO denim permitted)

PRESIDENT'S DINNER

November 5 - Formal (black tie is NOT required)

Conference Bus Transportation

Transportation to all clubs and tours is included in the fees for registration.

Disclaimer Regarding Videos and Photos

Please note that photos will be taken throughout the conference and associated events, and may be posted on social media.

CMAC Social Media



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