

NEWSLETTER

Be Your Own Advocate



Also, in this issue...

Hydronics 101 Webinar – September 19
Network Round-Table Event – October 25
(Mississauga)

Heather Ferris, Territory Sales Representative, InSinkErator Canada



“How am I supposed to know what you need? I’m not a mind reader!” How many times have we heard that, or said that to someone? Probably lots. As much as it often annoys us when we hear it, or say it, it’s entirely true! Nobody knows what you need except for you. The best way to get what you need is to ask for it. That’s as true in your personal life as it is in your work life. Do you need help managing your staff? Do you want to learn how to professionally deal with difficult clients? Do you want to improve your skill set? Do you want to define a career path for yourself within your company? Do you want that promotion? Ask & Advocate for yourself!! Self-advocacy is the best way to ensure that you will be able to grow as a person and as an employee in your company.

Need some help figuring out how to advocate for yourself? Have a look at some of the links below for some guidance.

[Read Heather's Full Message](#)



Be Your Own Best Advocate

Deborah M. Kolb (Deloitte Ellen Gabriel Professor for Women in Leadership -Emerita) has important advice for the readers, "Everyday negotiations



Openness and Self-Advocacy

Learn the important lesson that Ragan Folan, CEO at Old Salem Museums & Gardens has for women: be open to possibilities presented to you

often require you to leave your comfort zone and challenge established practices. But all evidence indicates that they're worth the effort—for you and for your organization." [Read More...](#)

and understand that sometimes a career aspiration is organic. [Watch here...](#)



5 tips to being your best advocate by India Martin (Forbes Councils):

- 1) Know Who You Are
- 2) Advocating for yourself does not mean raising your hand

[More tips...](#)

Our Stories

Our Stories spotlights various women working for CIPH members, in a variety of roles.



Stephanie Steiner (dahl Valve Limited)
Retail Sales Director

Member of:
YES Committee
PR Committee

[Read Story](#)

Fall Events

Hydronics 101 Webinar (FREE!)

Wednesday, September 19 1:30 pm – 2:15 pm

Join this webinar and learn about what hydronics is and how it works from a non-technical perspective. In less than an hour you will have a firm grasp of the terminology and benefits of hot water heating, an important component of our industry.

It's all the stuff you need to know to show you know something!

Network Round-table Event

Thursday, October 25 8:30 am – 11:30 am

Details and registration for this special networking/mentoring session will be available next month. **SAVE THE DATE!**

[CIPH Calendar of Events](#)

[Register Now](#)



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