

PROGRAM & REGISTRATION PACKAGE
PROFESSIONAL ORGANIZERS IN CANADA
2019 NATIONAL CONFERENCE – TORONTO, ON

2:00 pm – 3:15 pm

Breakout Sessions B

B1 – Mindfulness and The Clutter(less) Journey

Presenter: Carolyn Caldwell

Website: <https://caldwellevolution.com/>

Audience: Advanced

All humans have a relationship with the objects in their lives. Our journey through life includes a journey with those objects in our lives and the natural ebb and flow as the objects come and go. For clients who are trying to manage clutter, no matter how great or small their perceived collection of clutter, that journey can be stressful and anxious. Mindfulness can be used as a strategy to manage many of the issues associated with the journey managing our clutter. Whether we are struggling with issues of “paying attention” or making decisions, mindfulness can be a powerful strategy to assist clients in managing their clutter-less goals. This presentation will discuss the notion of our relationship with clutter being a journey, reviewing the concepts of mindfulness and how it can be applied specifically to clients who struggle on that clutter-less journey.

At the end of this session, attendees will be able to:

1. Understand the perspective of our relationship with clutter as a journey.
2. Understand the concept of mindfulness and how it has recently developed.
3. Identify how mindfulness can be specifically applied to challenges with the clutter(less) journey.

Carolyn Caldwell is a productivity coach and award-winning Certified Professional Organizer ® with over 14 years’ experience in the organizing industry. As owner of Caldwell Evolution Inc., she is the creator of Conquering the Clutter(less) Journey, and founder of The Organizing Summit and Evolution Coaching. She is committed to, and passionate about, helping her clients simplify and organize their lives. Focusing specifically on client goals, Carolyn and her team help clients downsize, clear clutter, and get things done. She has served on the Professional Organizers in Canada (POC) Board of Directors and is a previous Chapter Chair of the Toronto Chapter of POC. When not organizing, Carolyn coaches skiing and supports youth sailing in Canada.

B2 – How to Get More Clients (Without Sliming on Everyone at Networking Events)

Presenter: Mia Torr & Andy Torr

Website: <https://authenticnetworker.com/>

Audience: All Audiences

Ever get the feeling you need to get out more to promote your business? Does it ever feel like you’re out there networking, but it’s not translating into clients and referrals? Have you ever questioned your life choices while tolerating yet another sales pitch? Do you feel like you waste a lot of time in endless follow up coffee meetings? At a networking event, it’s easy to be overwhelmed by the number of people or poor preparation. If you don’t know exactly who to talk to, what to say to them, and how to follow up, you risk wasting your investment of time, effort, and money. In this fun, interactive seminar with relationship marketing experts Mia and Andy Torr, you will come away with actionable ideas,

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networking tips and tricks, and a whole new perspective on how to make relationship marketing work for your business.

At the end of this session, attendees will be able to:

1. Identify the right people to grow your business at networking events, even if they don't buy.
2. Learn what to say to pique interest, introduce what you do, and gain permission to follow up.
3. Avoid six relationship marketing pitfalls that will limit your success (and find out how to fix them).

Mia and Andy Torr are the co-founders of Authentic Networker, an international community of business networking groups with more than 10,000 members in over 50 cities worldwide. Through their signature trainings and popular networking groups, Mia and Andy help business owners develop local influence and attract more clients through networking. They are the only relationship marketing trainers to offer a scalable, repeatable system for turning casual conversations into business connections, like clockwork. Their clients include financial professionals, coaches and consultants, network marketers, and a wide range of solopreneurs. They have been featured in podcasts, conferences, and industry publications.

3:45 pm – 5:00 pm Breakout Sessions C

C1 – Sculpting a Business that Works for You

Presenter: Clare Kumar

Website: <https://clarekumar.com/>

Audience: All Audiences

Creating your own business is a magnificent opportunity to be of value to others and build a lifestyle you can expect to enjoy, but it doesn't always turn out that way. With so many responsibilities, it can quickly seem like you're a slave to your business, working long days and being unable to detach to enjoy the freedom it was meant to bring. This is particularly true as we gather more experience and look for continued challenges, and as our physical capabilities and energy levels shift. In this session, explore a variety of business models and learn from real industry examples. We'll also get clear on priorities so that your business works to support the life and lifestyle you desire. We'll work through the LifeTime Management™ System which invites you to step firmly into the driver's seat of your life, the goal being to shape a life and business for which you continue to have energy and enthusiasm.

At the end of this session, attendees will be able to:

1. Understand a variety of business models used by organizing and productivity professionals.
2. Articulate priorities in six key areas of life.
3. Determine next steps to craft a business that enriches rather than taxes your life.

Clare Kumar, as a "highly sensitive person", figured out how to calm her world and joyfully get more done by being better organized. Now, she's known for it often appearing in media as an organizing and productivity expert. In 2005, after a diverse corporate career, Clare founded Streamlife, an organizing and productivity consultancy and has since helped thousands to better manage their key resources of

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time, space, energy and attention. As a certified executive coach and international speaker, Clare works with busy professionals to boost productivity, pleasure, and sustainable performance. She facilitates “flow”, the desired state for excellent execution.

C2 – Clutter: No End in Sight

Presenter: Edith Dandenault

Website: <https://havenmaven.ca/>

Audience: All Audiences

We are in a time of circular economies. Systems which can allow for the fact that the objects we purchase at different times in our lives need to find their way back into circulation instead of heading to our landfills. Regardless of the country or the culture, dealing with the end-of-life of things is no longer a topic of interest reserved for the environmentally savvy; it is of international relevance and importance.

As professional organizers, we have always dealt with people’s things and looked for ways to help our clients de-clutter and downsize responsibly. In this presentation, you will be brought up-to-speed on the developments in research on the connections that exist between people and their objects and why more and more people face internal struggles when faced with de-cluttering. By the end of this seminar, participants will walk away with a much greater understanding of the place for supporting our clients in their separation process as well as a better understanding of the types of issues we need to better understand to be better at our job.

At the end of this session, attendees will be able to:

1. Understand the place and importance of empathy in our line of work.
2. Recognize the value of asking questions to help clients better resolve issues with letting go.
3. Identify the four main internal struggles our clients face when dealing with clutter.

Edith Dandenault has crafted the tools her clients need for full support with a bachelor’s degree in education, a masters’ degree in applied linguistics and psychology, and nearly 20 years of working as an organizer. Perfectly bilingual, Edith is a clear communicator who finds great pleasure in organizing because she has seen how it helps people reduce their day-to-day stress and create healthier environments for themselves and their families. Over the years, developing a clear way to explain to clients why they feel the way they do when faced with clutter has become her trademark.