

MAKING THE MOST OF YOUR MEMBERSHIP



BOMA Member Since 1994

Member spotlight:

Alain Lacasse

Sales Consultant, Wescan Electrical Mechanical

“Being a member of BOMA and participating in activities for the past 21 years has allowed me to make connections, contacts, friendships and to interact with other members.”

HOW LONG HAVE YOU BEEN WORKING IN THE INDUSTRY?

21 years (10 years with Black & McDonald, and 11 years with Wescan Electrical Mechanical Services)

WHAT IS YOUR JOB TITLE?

Sales Consultant

WHAT ARE SOME OF YOUR JOB RESPONSIBILITIES?

I generate contacts, do equipment take-offs, and put together maintenance programs tailored to solve customers' issues with their facilities. I also put pricing together and make sure tasks and materials are included in the agreement. Next, I follow up with customers to make sure that all their needs are taken care of.

HOW LONG HAVE YOU BEEN A BOMA MEMBER?

I have been attending BOMA meetings for the last 21 years.

WHY DID YOU BECOME A BOMA MEMBER?

I was invited by another member.

WHAT ROLES HAVE YOU BEEN INVOLVED IN WITH BOMA?

I have attended several seminars and most luncheons.

WHAT'S THE VALUE YOU SEE IN BEING INVOLVED AND PARTICIPATING IN BOMA?

Connections, contacts, friendships, and interactions with other members.

WHAT ARE SOME BENEFITS OF BECOMING A MEMBER?

Some benefits are seminars, luncheons, tradeshow, and guest speakers. BOMA has one of the best golf tournaments in the province.

CAN YOU THINK OF ANY WAYS IN WHICH BOMA HAS HELPED YOUR CAREER?

I have been able to develop long and lasting relationships with several customers.

Also, BOMA's guest speakers are making us more aware of what's happening in the industry.

WHAT ADVICE WOULD YOU GIVE MEMBERS WHO AREN'T AS ACTIVE?

Get involved, meet people, do not be afraid to introduce yourself. Never stop learning! ■

Five Reasons Why You Should Be A BOMA Member

- 1 *Networking*
- 2 *Advocacy*
- 3 *Education*
- 4 *Industry Information*
- 5 *Excellence*



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A background image for a golf tournament advertisement showing a golfer in mid-swing on a green field with trees in the background.

The early golfer gets the birdie

Book your 2016 tournament today.

A small logo featuring a red flag with a white 'G' on a black flagstick.

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