



Something new for a New Year! With our January 2016 PDM, we are trying a new delivery mechanism for our event. We are joining in with a scheduled webinar. See details below.

**January 28, 2016**  
**Professional Development Meeting (via webinar)**

**PDM Topic: COMMUNICATIONS - Your Number One Forecasting Tool**

Do you know what the demand for your product is going to be?

Probably not ... and given normal forecast accuracy, certainly not very far out into the future.

With that, there are a number of tools available to improve a forecast; SNOP, Analytics, enough programs to sink a super-computer, but what is the most important thing you can add to your forecasting toolbox?

I think the most important tool and skill any forecaster can cultivate is the ability to communicate, clearly, concisely and understandably.

In this session we will share thoughts on what we mean by communications, how to improve your communications skills and why this is critically important.

**WHAT YOU WILL LEARN AS A WEBINAR ATTENDEE:**

- Why clear and complete communications is important to the forecasting process
- Communications as a two way process (Listening is a communications skill)
- How to improve your communications skills

**Speaker: Ed White, CPIM CIRM CSCP CPF LSSBB**



Ed is the founder of Jade Trillium Consulting.

Over the course of his career he has worked in several industries ranging from food and pharmaceutical to chemicals and plastics.

Additionally, he has held positions at many different management levels and been responsible for numerous projects in Supply Chain, cost saving, education and value enhancement.

Ed is an active member of APICS as an instructor and Chapter Board member plus is a published author and sought after speaker on various Supply Chain topics. He has spoken at several international conferences for APICS, IBF & SAPICS.

## *Making Organizations More Effective!*

**Location:** Your Computer!

**Please RSVP** to [events@apicshamilton.org](mailto:events@apicshamilton.org) by January 25, 2016 to get webinar connection details ... or register directly at:

<https://attendee.gotowebinar.com/register/1943305808894432513>

**Cost:** \$0 - *Members*  
\$0 - *Non-Members*  
\$0 - *Student Non-Members*  
\$0 - *Student Members*

**Date:** *January 28, 2015*  
**Time:** *1:00pm*