

Address to the New Notaries from **Chris Dupuis**, *President of The Society*

I would like to take this opportunity to welcome you and offer congratulations.

Speaking to you today is a pleasure and great honour.

This is the culmination of the past 2 years of hard work, sacrifice, and determination, the result of which is a celebration with your family and loved ones upon your entrance to our profession and this special organization.

Each and every one of you should be proud of this accomplishment and take this day to enjoy because tomorrow, your theoretical studies will become real world experiences.

Twenty-three years ago I sat as one of you—a newly minted Notary Public for the Province of British Columbia—and wondered with both excitement and trepidation what great adventures lay ahead, I had absolutely no clue I would one day be addressing the class of 2006.

As I prepared this speech, my wife asked me what I was going to talk to you about. I assured her it would be short and hopefully sweet and that no test would follow.

I have been very fortunate over the past two decades to have had the opportunity to be mentored by some very wise people. I would like to pass along two very important pieces of wisdom that have little or no legal value but that have served me well



Chris Dupuis

in my journey as a Notary in daily practice.

First, I was encouraged to **get involved somewhere, somehow**. Get involved to make your community a better place. Offer your expertise, your time, and your passion—whatever that might be . . . your church, your children’s school, the little league team, Brownies or Cub Scouts, a charity or hospital foundation. Choose something that interests you so it won’t feel like work.

Give back! I promise it will serve you well in more ways than you can imagine. And it will make you feel better. No amount of money in the world will replace that feeling.

Second—and it’s a creed I remind myself of every day—**Take care of the people and the money will take care of itself**.

I was given this piece of advice very early in my career and,

to be honest, I was a skeptic of the first degree. I was trained in balance sheets, market research, and planning. I was in essence a theoretical business machine. What I believed at the time was that the “people” were my clients and if I looked after the people, I would be financially successful.

What I have learned over the past 23 years is that the “people” include *everyone* involved in my success—my family, first and foremost; my staff; my clients; the bankers and Realtors; the courier who delivers my documents; the mortgage brokers—even the mailman who comes to my office to deliver my bills and other good news and who is now a loyal client and referral source and champion of my cause!

The same person who gave me this advice also said, “You sometimes get what you deserve but you always get what you negotiate.”

Enough pontification. I congratulate you all. I know you have worked hard and will be proud Notaries. I look forward to our dealings in the future and welcome you to membership in The Society of Notaries Public of British Columbia. ▲

Due to his required presence at another important Society function, Chris was unable to attend the luncheon.

His speech was ably delivered by Ken Sherk, First Vice President of The Society.