



ACCELERATOR #4

ENGAGE WITH YOUR COMMUNITY

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ANDREW GALBRAITH INVESTMENT ADVISOR & FINANCIAL PLANNER - BMO NESBITT BURNS

“For myself, my success has been connecting with people, through community involvement, through social functions, through business functions. Giving back to the community is a great way to build relationships, and that’s outside of business hours, and whether that’s volunteering, or being on a board, being involved in sports, other activities, with other people, is a great way to be, you know, involved with your community.”



GUS MUND REGIONAL SALES REPRESENTATIVE - AGF INVESTMENTS

“Volunteerism, and extracurricular activities, have become huge. Being on an investment board at the university, of, being you know, in the CFA research challenge, outside of work, that’s what, really, you know, gave me the leg up.”



PHOEBE KIM SENIOR PRIVATE BANKER - TD WEALTH PRIVATE CLIENT GROUP

“You cannot be sitting back and passive, and waiting for the clients to come. I think it’s more of the, you need to be proactive, you need to go out there and meet people, and extend your network. I did great when I was a financial service representative, only because I developed very unique relationships with agencies in Toronto, and brought lots of business to the organization.”



ANDREW GALBRAITH
INVESTMENT ADVISOR & FINANCIAL PLANNER -
BMO NESBITT BURNS

“It’s a relationship business. It’s a trust business. So you need to be, you know, involved with your community outside of home.”

