ACCELERATOR #3

WHAT GIVES YOU AN EDGE?

DANIEL KRATOCHVIL
SENIOR COMPLIANCE OFFICER - KNOWLEDGE FIRST FINANCIAL INC.

"What's going to give you the edge is maintaining a positive attitude that's 100%. It doesn't matter the course. It doesn't matter the designation at the end of the day. If you're there to help people and your honest and earnest about what you are doing and you do it with a smile on your face then I think that's what people gravitate towards and that's what people want to align themselves with. I think that's going to be the deciding factor."

GUS MUND
REGIONAL SALES REPRESENTATIVE - AGF INVESTMENTS

"For myself when I was a teller, that next step was, ok, well, I want to get to a financial advisor. Well you have to work on your skills of dealing with clients, but you also have to understand the products and you also have to understand the markets. So start learning, start getting into some other courses, if it's, you know, within your school, get into some extracurricular activities, start networking, those are all important things, this is a craft, you have to work on it, and it's something where you have to do on the business end, really give 100%."

SHANNON WOOD
SENIOR MANAGER STRATEGIC EXECUTION - ROYAL BANK OF CANADA

"Continue your education as you go throughout your career, is incredibly important. It's important no matter what role you are in, whether you are client facing or not, that you continue to show that you are investing in yourself and that you have the knowledge and you continue to build on that knowledge, all throughout your career."

GRANT ACKERMAN
PORTFOLIO MANAGER & INVESTMENT ADVISOR - TD WEALTH PRIVATE INVESTMENT ADVICE

"The only way I can be different from the person in the office next door or the building across the street is to invest in myself and differentiate with my, you know, experience, more than anything else. So I would certainly keep it simple and I would definitely make sure that clients buy into you before you start proposing solutions."