

Tony Spagnolo

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- **Over 24 years of investment industry experience**

- ✓ Highly organized, disciplined, creative, goal-oriented team player & leader,
 - ✓ A Visionary, with excellent analytical, marketing & sales skills,
 - ✓ Excellent general Investment Industry knowledge, and tremendous hands-on knowledge and experience of capital and financial markets,
 - ✓ Highly experienced in fact finding solutions with excellent motivational skills,
 - ✓ An expert in creating win-win situations, a very innovative, flexible, entrepreneur minded, high spirited, diplomatic, personable business savvy individual,
 - ✓ Very sensitive to all forms of business and/or interpersonal related situations,
 - ✓ Very multi-tasked in business, the arts, music, sports, and community involvement.
 - ✓ A Key Note Speaker.
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INVESTMENT RELATED LICENCES, COURSES, DESIGNATIONS AND CREDENTIALS

The Canadian Securities Institute / 2001-2004

Canadian Investment Management Program (CIM)

- Investment Management Techniques (IMT), Completed
- Portfolio Management Techniques (PMT), Not Completed

Association for Investment Management and Research (AIMR) / 1998-99

Chartered Financial Analyst (CFA) Program - Level I, Not Completed

The Canadian Securities Institute / 1981-88

Fellowship Designation (FCSI) # 1314, 1988, Completed
Canadian Investment Finance, I & II, 1987-88, Completed
The Canadian Futures Examination, I & II, 1988, Completed
Foreign Currencies Course, Philadelphia, 1984, Completed
The Canadian Options Exam, 1982, Completed
The Registered Representative Manual, 1981, Completed
The Canadian Securities Course, 1981, Completed

The Montreal Stock Exchange / 1980

Floor Trading Workshop Courses

- Stocks & Options Courses, Completed
 - Introduction to Bond Futures Course, Completed
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ACADEMIC BACKGROUND

Kmart Canada Limited / 1979-80

Full Training Course in Marketing, Merchandising and Sales Promotion

Dawson College (Montreal) / 1975-78

Business Administration Program

CONTINUED EDUCATION ACTIVITIES:

- Participate on regular basis in **Montreal Chapter of Charter Financial Analysts (CFA)** Analysts Lecture Series
 - Participate as a Non-member, by invitation, on an occasional basis in Financial Meetings at the **Amex/Stockbrokers Club**; format: pleasurable working-lunch, where *All members are full time investment professionals: analysts, brokers and/or money managers.*
 - Lecture on Investments and Personal Skills & Talent Development by invitation from Non-Profit Organizations
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WORK EXPERIENCE

Dates: **January 2006 to Present / (Investment Training & Coaching)**

Employer: **PORTFOLIO RESOURCE CENTER. COM**

Position: **Investment Coach & Educator**

Responsibilities

- Investment Training & Coaching services for:
 - a) Discount Brokerage Accounts
 - b) Full Service Brokerage Accounts
 - c) Investment Clubs
 - Consulting services for:
 - a) Advisor / Manager SCREENING SERVICE
 - b) Monthly Plans
 - c) Private Sessions
 - d) Hourly Rates
 - e) Corporate Rates
 - Educational Seminar Series
 - Publishing: Books, Articles, Journals,
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Dates: **October 2002 to Present / (Consulting)**

Employer: **T. SPAGNOLO MANAGEMENT INC. / CONSULTANTS**

Position: **President**

Responsibilities

- Consulting services on various Individual & Corporate Investments and/or Ventures
 - Consulting for Investment Clubs
 - Strategic Corporate Solutions
 - Personal Skills & Talent Development
 - LIFESTYLE Enhancement Programs
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Dates: **November 2000 - April 2002**

Employer: **BMO NESBITT BURNS**

Position: **Associate Portfolio Manager & Investment Advisor**

Responsibilities

- Portfolio Management duties, Discretionary portfolio management including researching and analyzing investment ideas for my existing client base and to prospect for new assets
 - Preparation and delivery of monthly investment presentations & seminars
 - Participating in research conference calls
 - Preparing and presenting quarterly portfolio reports for Managed Accounts
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Dates: **May 1996 - November 2000**

Employer: **TD EVERGREEN INVESTMENT SERVICES**

Position: **Associate Portfolio Manager & Senior Investment Advisor**

Responsibilities

- Similar to previous employer, but with more emphasis on preparation for Discretionary Portfolio Management, received my APM registration in July 1999 where I focused most of my time on Portfolio Management on discretionary basis for my client's investment portfolios, and did research and analysis of many other companies which expanded to various investment universes.
- Preparation and delivery of monthly investment presentations & seminars
- Participating in research conference calls

Dates: **December 1990 – May 1996**
Employer: **LEVESQUE BEAUBIEN GEOFFRION (LBG)**
Position: **Investment Advisor**

Responsibilities

- Similar to the previous employer as Investment Advisor, continuing in investment sales plus researching more companies on my own initiative, attending more company annual meetings
- Preparation and delivery of monthly investment presentations & seminars
- Participating in research conference calls

Dates: **August 1985 – December 1990**
Employer: **DEAN WITTER CANADA**
Position: **Investment Advisor**

Responsibilities

- As a Registered Representative (IA), my responsibilities were investment sales, making sales presentations to clients and prospects. I also researched and did analysis on various companies that were not covered by my firm, mostly Canadian and more specifically Quebec based companies such as A.L.Van Houtte and Lassonde. My research on these various companies consisted of attending the company's annual meetings, reading and analysing annual and quarterly statements, participating in the analysts' conference calls with these companies when information was being released such as quarterly earnings etc., and being on these companies' mailing list to receive shareholder as well as analyst information.
- Attending many New Issues presentations

Dates: **June 1984 – August 1985**
Employer: **PRUDENTIAL-BACHE SECURITIES**
Position: **Investment Advisor**

Responsibilities

- As a Registered Representative (IA), my responsibilities were investment sales, making sales presentations to clients and prospects.
- Attending many New Issues presentations
- Participating in research conference calls

Dates: **August 1980 – June 1984 (including all 3 firms)**

Employers:

NESBITT BURNS
LEVESQUE BEAUBIEN GEOFFRION
MONREAL STOCK EXCHANGE

Position:

- Margin Account Administrator
- Credit Department Administrator
- Government Program –MSE Floor Agent

Responsibilities

- Junior positions with the objective of gaining experience in the investment industry to eventually be employed by a member firm in a more senior position.
- Ongoing industry education with all three firms

COMPUTER SKILLS:

Very diverse

LANGUAGES:

English, French, Italian, Spanish

HOBBIES AND ACTIVITIES:

The Arts, Music, Sports, Community Involvement,
Lecturing & Teaching, Spiritual Mentoring
