

Tony Spagnolo

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• Over 36 years of Investment Industry Experience

- Highly organized, disciplined, creative, goal-oriented team player & leader
 - A Visionary, with excellent Analytical, Marketing & Presentation 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-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 with respected Investment related Diplomas, Courses, Designations and Credentials
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Investment related Diplomas, 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

Academic Background

Dawson College (Montreal) Quebec CANADA / 1975-78

Business Administration Program, Completed

Kmart Canada Limited / 1979-80

Full Training Course in Marketing, Merchandising and Sales Promotion, Completed

Continued Education Activities

- Participate on regular basis in Montreal Chapter of Charter Financial Analysts (CFA) Analysts Lecture Series
 - Participated 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
 - Ongoing participation in Investment Webinars and various online International Conferences
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Work Experience

Dates: **October 2002 to Present / (Consulting Services)**
Employer: T. SPAGNOLO MANAGEMENT INC. / CONSULTANTS
Position: Founder, President & CEO

Responsibilities:

- Consulting services on Individual and Corporate Investment Accounts
 - Consulting for Investment Clubs
 - Strategic Corporate Development and Branding Marketing Solutions
 - Personal Skills and Talent Development
 - LIFESTYLE Enhancement Programs
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Dates: **January 2006 to Present / (Investment Training & Coaching)**
Employer: PORTFOLIO RESOURCE CENTER.COM
Position: Founder, Investment Coach & Educator
Website: [www: portfolioresourcecenter.com](http://www.portfolioresourcecenter.com)

Responsibilities:

- Investment Consulting, Monitoring, Training 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) Individual, Corporate and Group Sessions
- Educational and Training Seminar Series
- Publishing: Books, Articles, Journals, Newsletters

Dates: **November 2000 - April 2002**
Employer: BMO NESBITT BURNS
Position: Associate Portfolio Manager & Senior Investment Advisor

Responsibilities:

- Portfolio Management duties, Discretionary portfolio management including researching and analyzing investment opportunities for my existing client base and to prospect for new investment assets
- Organizing, Preparation and delivery of monthly investment Seminars, Lectures and Workshops
- Participating in Research Conference calls within the Global Investment Network
- Preparing and presenting Quarterly Portfolio Reports for Managed Accounts

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 a discretionary basis for my client's investment portfolios, and did research and analysis of various Industries and of individual companies which expanded my investment universe.
- Preparation and delivery of monthly investment presentations and 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 Adviser, continuing in Investment full service brokerage plus research on Investment Industry and 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 brokerage presentations and sales 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, Lassonde, Maax, Couche-Tarde, etc. 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
MONTREAL STOCK EXCHANGE (MSE)

Positions:

- Cash and 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:

Adequate and very diverse

COMMUNICATION SKILLS:

Excellent

LANGUAGES SPOKEN & WRITTEN:

English, French, Italian

LANGUAGES SPOKEN:

English, French, Italian, Spanish

HOBBIES AND ACTIVITIES:

The Arts, Music, Sports (mostly Tennis),
Old Cinema (1930s -1960s), Reading, Community Involvement,
Lecturing, Teaching and Spiritual Mentoring