



**MICHAEL AZIZ**  
Senior vice president of sales  
Canada Protection Plan



**TERRI BOTOSAN**  
President  
Hub Financial



**PAUL BROWN**  
Chairman and CEO  
IDC Worldsource Insurance Network



**GILLES CHEVALIER**  
Vice chair of the Conference  
for Advanced Life Underwriting  
(CALU)



**YVON CHAREST**  
President & CEO  
iA Financial Group



**EDGAR DE SOUZA**  
CLU, CHFC, CFP and President  
De Souza Financial Corp



**JOHN HAMILTON**  
President  
Financial Horizons Group



**MARIANNE HARRISON**  
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Manulife Canada



**PETER INTRALIGI**  
President and Chief operating officer  
Invesco



**ROHINI KAPOOR**  
Managing director of two Desjardins  
Financial  
Security Independent Network



**THE *Insurance & Investment* JOURNAL**

**20 INTERVIEWS WITH 20 LEADERS**

**TOGETHER FOR THE LONG TERM!**

The *Insurance and Investment Journal* is very proud to celebrate its 20<sup>th</sup> anniversary with a very special feature – **20 interviews with 20 leaders!**

In the following pages, you will gain insight about the industry's current challenges and future opportunities via the perspective of successful financial advisors, managing general agency leaders and insurance company executives.

Also, on page 46 of this edition, be sure to read Jim Ruta's column: **20 years later, agents continue to provide extraordinary value**

We will continue to underline our milestone anniversary in our January 2017 issue with coverage of a special panel discussion held in November to honour our 20<sup>th</sup> anniversary. This panel, *Destination 2036*, took place at the **Insurance and Investment Convention** in Montreal. It gathered together a panel of renowned futurists who reflected on current demographic, consumer behaviour and technological trends and how they will reshape the industry landscape over the next 20 years.

We hope you enjoy this month's **20 leaders** feature and we look forward to bringing you the information you need to stay on top of industry news, trends and innovations for many years to come!

**Serge Therrien**  
President and  
Publisher

**Donna Glasgow**  
Editor-in-Chief

**20 YEARS OF INFORMATION**



**KARI LEOGANDA**  
Founder and President  
Leoganda Financial & Insurance  
Services



**PHIL MARSILLO**  
Senior vice president  
Canada Life



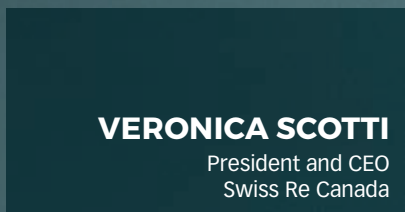
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PPI Solutions



**TERRY ZAVITZ**  
Founder and president of Zavitz  
Insurance

