



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
President and CEO
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 20th 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 20th 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



DAVE PATRIARCHE
President
Mainstay Insurance



GREG POLLOCK
President and CEO
Advocis



BILL RAMSAMMY
Assistant vice president of corporate
brand
and marketing
Sun Life Financial Canada



VERONICA SCOTTI
President and CEO
Swiss Re Canada



NEIL SKELDING
President and CEO
RBC Insurance



MARK SYLVIA
President and CEO
Empire Life



JIM VIRTUE
President and CEO
PPI Solutions



TERRY ZAVITZ
Founder and president of Zavitz
Insurance

