

FABIEN N. OUELLETTE Cdfa, CIM, FCSI

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FINANCIAL PROFESSIONAL EXPERIENCE

Branch Manager, Senior Financial Advisor

yourCFO Advisory Group Inc.

2007 – to present

Ottawa, ON

- Responsible for management of the Kanata region of yourCFO Advisory Group and my client base;
- Strong presence in the Kanata community as a Senior Financial Advisor;
- In negotiations with some Ottawa accounting firms to become their preferred choice for financial services – offering a wide range of planning and investment management services to high net worth clients. Also in negotiations with Ottawa law firms for certified divorce financial analyst services;
- Sought after public speaker since 1995 to corporations and Government departments including the Senate, Foreign Affairs, Public Works, National Research Council, RCMP, Pfizer Canada and University of Ottawa. Topics range from investments, financial and retirement planning to change management workshops. Available for groups of 10 people to large audiences of 200+, depending on topics.
- No compliance or legal issues – Strict adherence to systems and processes;

Branch Manager, Investment Advisor

HSBC Securities (Canada) Inc.

2005 – 2007

Ottawa, ON

- Responsible for management of Eastern Ontario region of HSBC Securities and own client base;
- Dramatically improved recruiting efforts with competitive advisors – largest database of qualified and interested investment advisors developed amongst all HSBC Securities branches;
- Improved relationships with banking partners and HSBC Securities within the region, which allowed for higher quality referrals to the branch;
- Improved coaching to advisors, which resulted in dramatically improved business metrics and awards to the branch;
- Organized and delivered insurance and financial planning training for staff;
- Created new sales assistant's operations manual for the branch, which was later adopted by head office staff;
- Organized new real estate and resulting move for the new Ottawa branch;
- Successfully completed and passed a full IDA audit;
- Given additional management responsibilities for larger Montreal branch of HSBC Securities for a period of 6 months following the loss of one of our managers, and successfully dealt with their real estate reconstruction project, increased their revenues, dealt with outstanding compliance issues, and motivated a team of quality advisors in a difficult transition period resulting in no loss of staff.

Investment Advisor

CIBC Wood Gundy (and predecessor firms)

1995 – 2005

Ottawa, ON

- Built a strong business based on conservative investment portfolios utilizing asset allocation and comprehensive financial planning;
- All clients provided with full comprehensive financial plans;
- Strong focused client relationships;
- No compliance or legal issues – Strict adherence to systems and processes;
- Public speaker to Government departments and other corporations for financial planning and change management workshops.

Financial Planner

Independent

1992 – 1995

Ottawa, ON

- Independently owned financial planning practice;
- Provided high-end fee-for-service financial and estate planning services to high-net worth clients.
- Obtained various industry courses to enhance product knowledge – leading to getting hired by Midland Walwyn Capital (see above).

NON-FINANCIAL EXPERIENCE

Combat Medic / X-ray Technologist

1983 – 1993

- First half of 10-year military career as combat medic (advanced paramedic);
- Then performed as X-ray technologist during second half of career, within various specialties to include angiogram, emergency room, operating room, and general x-ray;
- Supervised seven employees in the administration of X-ray department;
- Quality control of radiographs for diagnostic parameters;
- Coached new X-Ray Technologist during practical training phase;
- Controlled patient flow by managing staffing assignments;

National Defense Medical Centre

Ottawa, ON

INDUSTRY AND RELATED COURSES

Canadian Securities Institute

Options Supervisors Course - 2005

Branch Manager Course – 2004 (FCSI designation)

Derivatives Fundamentals Course – 2003

Portfolio Management Techniques – 2002 (CIM designation)

Professional Financial Planning Course – 1998

Conduct & Practices Handbook Course – 1995

Canadian Securities Course – Honors – 1995

IFIC Financial planning course – for CFP – 1992

College of Divorce Specialists

Certified Divorce Financial Analyst Course – 2003 (CDFA designation)

Who Moved My Cheese Academy

Who Moved My Cheese Change Consultant certification - Washington, DC – 2003

LUAC

Level II - Life and Accident & Sickness Insurance – 1995

Life and Accident & Sickness Insurance License – 1992

Investment Funds Institute of Canada

Canadian Investment Funds Course – 1993

Certified Financial Planner Course – for CFP – 1992

NON-INDUSTRY EDUCATION

Canadian Armed Forces Leadership Academy – Borden, ON

Leaders Course (JLC) - 1990

Diagnostic Imaging School – National Defense Medical Centre, Ottawa, ON

X-Ray Technologist – 1988 to 1989

Canadian Armed Forces Medical Services School – Borden, ON

Medical Assistant (paramedic) Courses – progressively higher levels throughout career – 1983 to 1988

College Edouard-Montpetit – Longueuil, QC

Sociology, Mathematics - 1983