



**Investment
Planning Counsel™**
FINANCIAL SOLUTIONS FOR LIFE

Live your
dream.



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Congratulations Paul,

On behalf of the entire IPC team, I want to, once again, take the opportunity to congratulate you on winning the **Wealth Management Advisor of the Year**. I hope you are proud of this accomplishment because you were up against stiff competition (over 900 Advisors).

Aristotle said “*Pleasure in the job puts perfection in the work*”. You have won this award because you have perfected diligence, integrity and dedication to your clients. The advice and leadership that you and your team continually provide to your clients, truly changes their lives for the better. The late Robert Kennedy once said “*Each time a man stands up for an ideal, or acts to improve the lot of others, he sends forth a ripple of hope*”. Since you are extremely busy building a successful business, you may not always realize the good that you do and how that good has a ripple effect that positively impacts the families of your clients. Clients may hope for peace of mind in retirement, the ability to fund the education of their children or to assist their extended family financially; you are not only giving them hope but you are helping them live their dream.

Enjoy this moment; reflect on your success. Yours is a noble profession built on providing sound financial advice.

Give yourself a pat on the back for being one of the best Advisors in Canada. Be proud that you have given your clients not only the hope of a sound financial future, but the reality of it!

If there is ever anything the IPC team can do to help you build a better business, please let us know.

Cheers,

CSR

Chris S. Reynolds
President & CEO
Executive Team

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