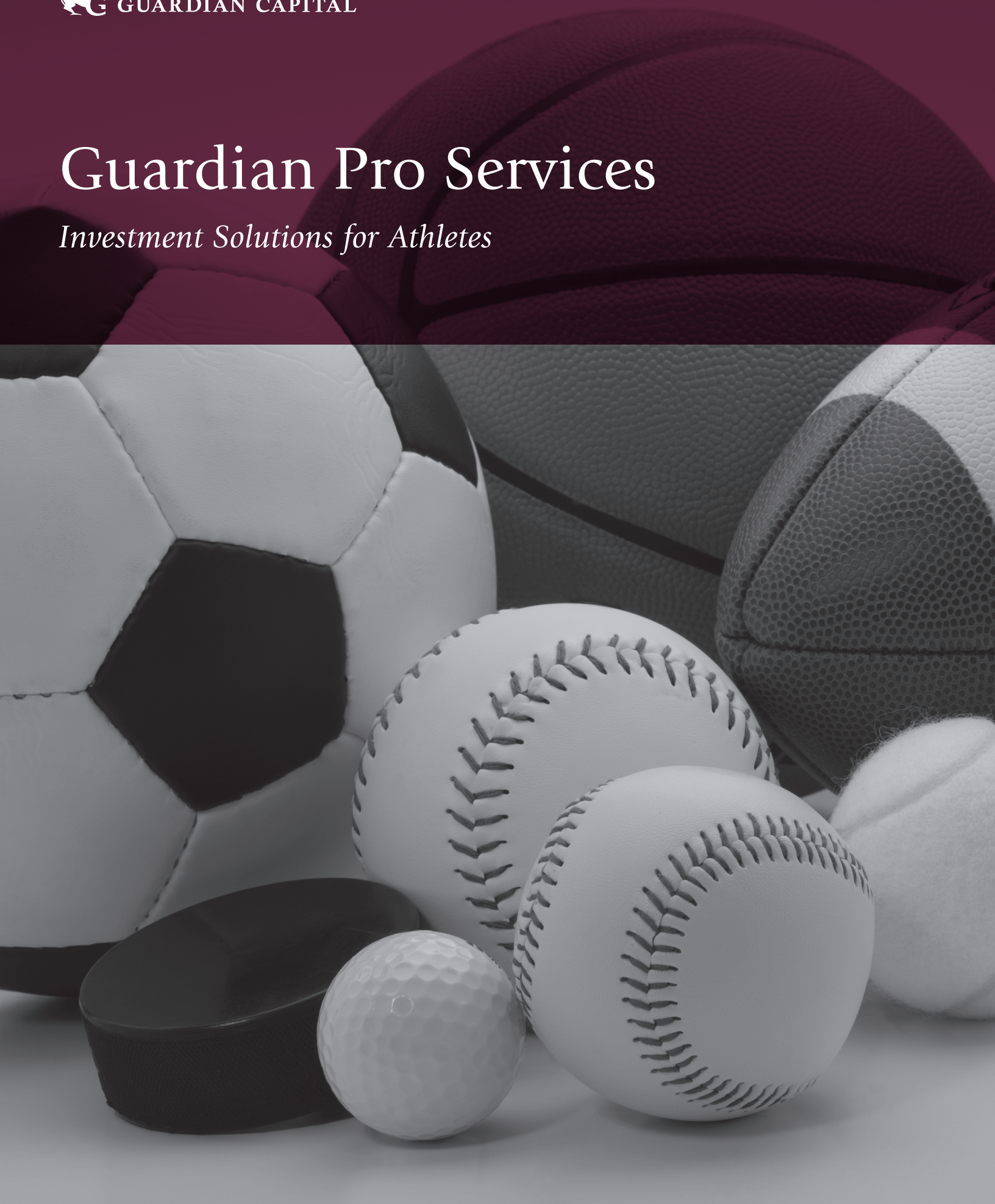


# Guardian Pro Services

*Investment Solutions for Athletes*





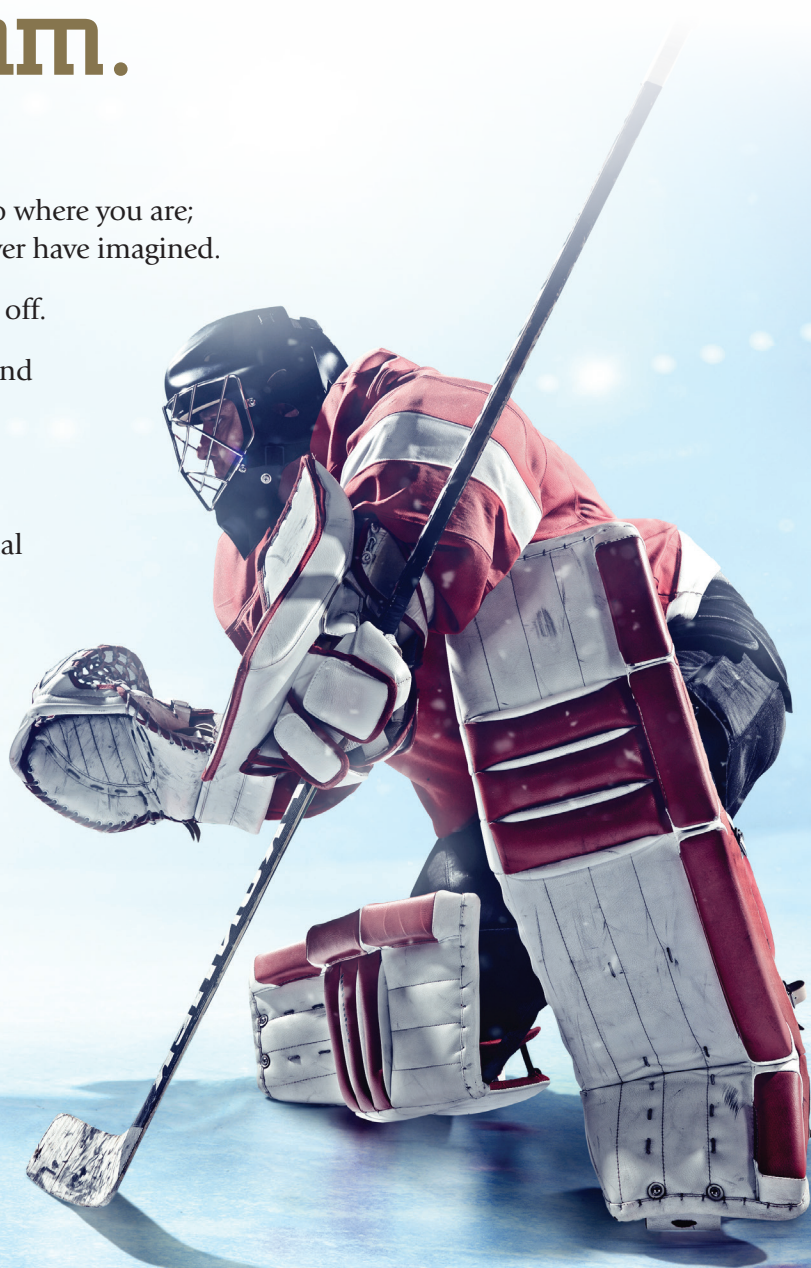
# Your success took a lifetime of dedication and teamwork. Investing wisely for your future will also require an experienced and specialized team.

Your passion and unique talents have brought you to where you are; the upper levels of success, and rewards you may never have imagined.

It took hard work and dedication, and it has all paid off.

What happens next will also take dedication, focus and a clear goal for the future: to retain – and reap the benefits of – the financial rewards for which you have worked so long, and so hard, to achieve.

Guardian Pro Services offers industry-leading financial stability, global reach, client-first solutions, integrity and trust. Our investment solutions provide strategies that will allow you to enjoy the rewards now and into the future. We will work with your business team members (such as your financial advisor and agent) to develop a financial plan built to protect your best interests and grow your wealth, so that your 'overnight success' can last a lifetime.





# The Right Tactics

The average professional sports career is estimated to last 3-4 years. Average, by definition, will mean some careers last much longer (but rarely, beyond one's 30s), while others may end sooner due to injury. During this short window, an elite athlete will likely earn the bulk of their lifetime income – and that income may have to fund 60-70 years of living.

That daunting fact alone means you need the right tactics in place, so you can build your foundational assets, or lifetime security, first, and leave your discretionary plans until later.

Below we analyze all the necessary steps to ensure your life-long financial success.

## A Long and Personal Journey of Sacrifice and Reward

You are unique and your journey has been as well. The sacrifices you have made; the support you received from family and friends; your family's circumstances and those of the people in your circle; the mentors and trainers – all of these have brought you to this moment. Our job is to listen and learn from these relationships, and, in conjunction with your business advisors, translate the stories into a viable investment solution that enables you to pay your VIP's back, while rewarding yourself for all the sacrifices and success. Our duty in this process is to

advise you and your team well, so that the lifestyle you have now, can continue for a lifetime. How we execute on our responsibilities helps reduce the stress you will experience throughout your career, and in your personal life.

## An Integrated Team Approach

Managing high net wealth is a complex, time-consuming and demanding exercise. As highly experienced Portfolio Managers, we know where we excel; we will use our hard-earned experience and skills to create the best investment solution during this accumulation phase – and after you have retired from your sport.

We will combine our skills with those of your financial advisor, agent and other specialist advisors in the areas of tax, legal, insurance and accounting; working together with them to provide you with a holistic approach to your long-term financial goals.

Much of what you want to do with your wealth will be highly subjective and based on your relationships and personal history. Our years of hands-on experience working with families, means we understand how to coordinate contributions from all your professional advisors, and your personal team of family members, friends and mentors.

Working together as a team, we will facilitate and help you achieve the best results for a secure future.

## Points for Experience & Understanding

Guardian Pro Services are a team of highly skilled and knowledgeable financial professionals who work exclusively with high net wealth clients, managing institutional-class investment portfolios.

Your best interests are at the core of the relationship we develop with your business team. Being a fiduciary, the highest standard of duty and obligation to clients in the industry, ensures that your financial wellbeing is the most important component of the investment strategy we, and your business team, will design for you.

Additionally, for over 25 years, we have been witness to thousands of deals and business opportunities that are presented to high-net worth clients and athletes, and, as such, can help you sort the 'promising' from the 'land-mines'. We also understand your unique situation – from first contracts, buying a first home, earning that bonus or endorsement deal. As a result, we are happy to be a member of the sober sounding board you need to stay on track and succeed for the long-term.

“Talent wins games, but teamwork and intelligence wins championships.”

Michael Jordan

## Coaching for Results

Guardian Pro Services team members work with clients to educate them and increase their financial literacy. Knowledge is power, and, when it comes to your money, an absolute necessity. Along with the efforts of your business team, we will use our excellent communication skills and the transparency of our service offering, to coach you to be independent and financially savvy. Developing financial awareness allows you to focus all your energy on maximizing your on-ice, field or court performance.





## Our Competitive Advantage

The team at Guardian Pro Services have the skill, experience and proven results to help you stay at the top of your game, in sports and beyond. Your investment strategy will reflect the points noted above, plus the following tactics.

### MULTI-JURISDICTIONAL SERVICES

Guardian's multi-jurisdictional footprint is a key advantage. If you relocate cross-border due to a trade or move to a different league, we can continue to work with you and your business team, in an advisory capacity.



### ASSET MANAGEMENT AND GROWTH

Maintaining and growing your wealth responsibly is critical so our dividend growth strategies, among others, will help provide planning accuracy for cash flow needs and asset growth.



### PERSONALIZED IPS

Creating and refining an Investment Policy Statement (IPS), which serves as the roadmap for your portfolio, consistent with your goals, objectives and risk appetite at various stages of life, is paramount and we will refine this with you and your business team, until it is a perfect fit.



### REAL-TIME BUDGETING

This is a key skill and we will provide input, guidance and education on managing large sums where needed.



### FLUID CASH FLOW

You will have 24/7 access to your discretionary accounts and our assistance regarding your investment account, is always just a phone call away.



### INSURANCE

Ensuring adequate insurance coverage is in place for all contingencies including disability – we will provide any required guidance to you and your advisory team.



# We want to be part of your winning team

Guardian Pro Services is an offering of Guardian Capital Advisors LP (GCA), private wealth managers.

GCA is part of the Guardian Capital Group Limited family, a diversified financial services firm with over 55 years of experience. Collectively, Guardian services 1000+ private families and 90+ institutional clients.

With offices in Toronto, Calgary, Vancouver, Salt Lake City (US) and London (UK), the Guardian Group is able to service clients locally.



## CONTACT OUR SPECIALISTS TODAY:

### TORONTO

**Anthony Messina, CA, CPA, CFA®**  
Managing Director,  
Private Wealth Management  
416-364-8054  
amessina@guardiancapital.com

**Matthew Baker, CFA®**  
Vice President & Portfolio  
Manager 416-947-4095  
mbaker@guardiancapital.com

**Thierry Di Nallo, CFA®**  
Vice President & Portfolio  
Manager 416-947-4075  
tdinallo@guardiancapital.com

**Doug Farley, CFA®**  
Senior Vice President &  
Portfolio Manager  
416-350-3114  
dfarley@guardiancapital.com

### CALGARY

**Steven Rowles, CFA®**  
Client Portfolio Manager  
403-776-4478  
srowles@guardiancapital.com

**Christie Rose, CFA®**  
Vice President &  
Portfolio Manager  
403-296-3832  
crose@guardiancapital.com

### VANCOUVER

**Michael Barkley, MBA, CFA®**  
Senior Vice President &  
Portfolio Manager  
604-632-9596 x6012  
mbarkley@guardiancapital.com

**Mark Bodnar, CFA®**  
Client Portfolio Manager  
604-632-9596 x6022  
mbodnar@guardiancapital.com

**Michael Frisby**  
Senior Vice President &  
Portfolio Manager  
604-632-9596 x6011  
mfrisby@guardiancapital.com

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