



The newsletter is back!

After several years of dormancy, the Hellenic Canadian Board of Trade (HCBT) newsletter is back and better than ever.

This newsletter will include current and future happenings as well as a profile on a community member. The Fall 2016 issue profiles Steve Stavridis of Canaccord Genuity Wealth Management. He has been the title sponsor for our golf tournament 2 years in a row and we recently learned about his passion for martial arts.

Know a successful Greek that you think should be profiled in our upcoming newsletter? Email us at events@hcbt.com

Golf wrap-up

This last month, we hosted an excellent golf tournament at Richmond Hill Golf Club. The sun was shining, the irons were swinging and the course was flooded with laughter. A special thanks to the Board members involved in the success of the tournament, the generous sponsors and, of course, the golfers. Plans are underway for the 2017 Tournament.

Meet our Board

President: Michael Gekas

Secretary: Yianni Alexopoulos

Treasurer: Elli-Jane Michalagas

Director: Alexandra Gekas

Director: Gina Skagos

Director: Anastasios Exacoustos

Director: Nick Mantas

Director: Iriini Derpanis

Director: Marina Derpanis

Director: Jason Evdoxiadis

Director: Ted Papadatos



Steve Stavridis

Get to know our golf tournament sponsor and find out about his interest in martial arts.

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Fall Networking

The HCBT will be hosting their Fall Networking event at LUMA Restaurant. Spaces are filling up fast, don't forget to register

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The new HCBT.com

The seasons are changing and so has our website!

If you haven't been on www.hcbt.com in a while, you will notice that it looks different. It was time to refresh the site and make it phone/tablet friendly. The goal of this new site is to be the hub of information. Here are some features:

- **What's New:** important information and upcoming non-HCBT occasions.
- **Member forum:** HCBT Members can post topics for discussion.
- **Newsletter:** We have resurrected the HCBT Newsletter after years of dormancy. The monthly newsletter *Connections* will feature a member of the Greek community along with some editorial features on what's happening and what's happened.



As always, we welcome any feedback and appreciate your patience with this digital facelift.

Make a comment on our Member Forum thread!

GOT SOMETHING IMPORTANT TO ADD?

Email us at events@hcbt.com



Fall Networking Event

It's been a while since we had our last HCBT Networking event. Between the *Flavours of Greece* event and the 21st Annual Golf Tournament, we haven't had a chance to meet, mingle and catch up!

On Wednesday November 9th, join us at LUMA Restaurant for our Fall Networking Event. Come by for a drink, meet new people and gossip about the US Election results (!)

Known for being a TIFF hotspot, LUMA boasts itself for their innovative menu, hand-crafted cocktails and robust wine list. Not to mention, their spectacular view of the King St entertainment district.

EVENT DETAILS

Wednesday November 9th @ 6pm

LUMA @ 350 King St. 2nd Floor

Non-HCBT Members: \$20

HCBT Members: Complimentary

REGISTER: WWW.HCBT.COM



FOR MORE INFORMATION

Visit our Facebook page for pictures from GOinAthens Expo 2016!

FOR MORE INFORMATION:
events@hcbt.com

The Hellenic Canadian Board of Trade (HCBT) in conjunction with the Hellenic Canada Chamber of Commerce (HCCC) in Greece; partnered to commandeer an inaugural mission to Greece this past March of 2016.

GOinAthens Expo 2016



In accordance with the Memorandum of Understanding signed by the HCBT and the HCCC on February 26, 2013 in Ottawa, ON, the HCBT leveraged its depth of networks to lead a successful group of nominated entrepreneurs as this year's delegation from Canada to Greece, to attend the annual GOinAthens Expo 2016 in Athens, Greece. The GOinAthens Expo, positioned alongside the Food & Beverage Expo in Spata, Greece, strategically focused on aligning importers with exporters in order to cultivate the exportation of Greek food, beverage and cosmetic products into the Diaspora.

Canadian presence included the following highly recognized companies: Theoni Water, Nisos Importing, Kolonaki Group, Little Olive Grove, Brazilian Coffee Ltd. and Chairman Brands. Of all delegations in attendance from across Europe and Canada, the Canadian delegation was paramount and it was noticed by not only by the purveyors themselves but by the organizers at large as well. As a result, several business to business meetings were held, new business relationships were formed and best of all several of Greece's finest products are now available in the Canadian market for consumption.

The HCBT would like to cordially thank its partners Eurobank, the Hellenic Canadian Chamber of Commerce in Greece (HCCC), the organizers at the GO in Athens Expo and of course its strong delegation of Greek-Canadian businesses for a successful mission and to many more ahead as we chart out the road to success into the future.

Profiling: Steve Stavridis

Steve Stavridis is Senior Vice President and Senior Investment Advisor with Canaccord Genuity Wealth Management (CGWM).

Steve has been successfully advising individuals, professionals, entrepreneurs and families in all aspects of their financial lives for more than 28 years. The financial plans he develops for clients include investment, retirement, succession, estate and tax planning recommendations. His focus is on building long-term client relationships through a thorough assessment of needs, frequent ongoing communication and a comprehensive service offering. His team has been recognized in Canaccord Genuity Wealth Management's Chairman's Club as a Top 20 Canadian advisory practice.

We had the privilege of asking Steve some questions:

What route has your career taken to get you to where you are today as Senior Vice President and Senior Investment Advisor with Canaccord Genuity Wealth Management?

"In high school, I was always interested in the financial markets, and I would read the Business sections of various newspapers. I graduated from York University with a degree in Economics. I responded to an ad in the Globe and Mail Business section for an entry level associate position. I was called in for several lengthy interviews and eventually hired. I've been in the industry now for 28 years and through hard work and dedication, have been a recurring member of my firm's Chairman's Club."

What do you wish other people knew about Canaccord Genuity Wealth Management?

"Canaccord Genuity Wealth Management (CGWM) is one of the largest independent wealth management businesses in Canada, giving investors an attractive alternative to the Banks. Along with wealth management and capital markets offices across Canada, we also have a

global footprint, with offices in Europe, Australia, Asia and the US. Over the years I've benefited from the flexibility Canaccord Genuity offers myself and my clients."

What's your personal philosophy on wealth management? What advice would you give?

"The key to investing is to look at the big picture, which means combining financial planning with your investment strategy. Investments have to be in line with your risk tolerance and financial goals. You have to work with each client to create a total wealth strategy unique to them including all areas of professional wealth management."

What would you tell a student or anyone who is thinking about a career in wealth management?

"It's very challenging to start off in this industry, and I would recommend starting off at the Associate level so you can gain experience, and work hard before moving out on your own. Be passionate about what you do, and always strive to educate yourself in all facets of investing, financial planning and tax planning. Focus on building meaningful relationships with your clients and realize that building your book of business is a long-term process. Nothing is given to you in this business, you have to work for it!"

What might someone be surprised to know about you?

"I've practiced various forms of martial arts. I've achieved high-level recognition in Kick-Boxing, with over 20 years of training, and I have also been practicing Russian martial arts ([Systema](#)) for over 11 years."



Did you know...

- CGWM is a leading, independent wealth management firm with advisors entrusted with \$31.3 billion in assets under administration and management
- CGWM comprehensive wealth management services means that clients receive collaborative thinking across investment strategy and tax planning



WANT TO CONNECT WITH STEVE?

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Flying to Greece?

As of November 10, an electronic verification process will take place for all passengers flying to Canada, including Canadian citizens and dual national Canadian citizens. Canadian citizens who are also citizens of a visa-exempt country, such as Greece, and who currently use their non-Canadian passport to fly to Canada, will need to obtain a valid Canadian passport before flying to Canada. If a Canadian citizen does not have a valid Canadian passport, they may not be able to board their flight.

What this means for you: If you are a dual citizen, you can no longer travel back to Canada using your Greek passport. You must use your Canadian passport, as it is the only acceptable proof that you are a Canadian citizen.

Links in English and Greek have been posted on our website under "What's New."

Become a member

Have you been attending HCBT events, receiving our email blasts, and want to get more? Sign up today for your annual membership.

What does your membership give you?

- Access to our membership portal
- Complimentary networking events
- Exclusive member-rates for our flagship events
- Discounts with preferred vendors and businesses

Join our Board

We are recruiting for individuals who are:

- Passionate in networking
- Knowledgeable in event planning
- Enthusiastic about mentorship
- Willing to commit to the mission and vision of the HCBT

If you are interested or know someone who would be a great fit, email us at events@hcbt.com

Want to see your ad in the newsletter? Email us at events@hcbt.com for details

