

# Testimonial

Before my recent appointment to the Vice-President role for Ontario at Investors Group, I spent 9 years as the the Regional Director for our downtown Toronto branch. It is in this position that I first worked with Ken Teramura in a meaningful capacity. I had the privilege of leading some of our top consultants and their teams in the country. With this responsibility, it was necessary to provide regular coaching and training to this group to ensure they maintained and/or improved their top ranking within the company. Ken helped me develop various systems and processes to cultivate continuous growth with this group. His well researched and pertinent ideas along with his calm and purposeful communication style resonated with the range of people he impacted - from assistants to the owners of the consultant practice. Ken was able to continue his growth by helping other branches with their top consultants. He also provided guidance to Regional Directors, like myself, with their own development to ensure we provided a nurturing culture in the environments that we led.

If I was a business owner, Ken Teramura, with his wealth of experience in helping many different types of personalities achieve their goals, could provide me a personalized plan to help me progress. His ability to provide frank and honest feedback, and then, help you uncover the skills, systems and processes necessary to move forward would make him an integral partner for any business. His ability to follow up in a methodical and caring manner ensures you stay the course.

I am certain Ken will help more people succeed in his new venture and I wish him well for the future.

Sincerely,

Vas Pachapurkar  
Area Vice-President, Sales