

Paul Rainford Joins HighView Financial Group

We are pleased to announce that Paul Rainford has joined HighView Financial Group as Vice President & Director, Business Development & Relationship Management. In this role, Paul will be working closely with our investment counselling professionals by leading HighView's business development efforts in our three client segments: Advisor Firms, Families and Institutions.

Paul graduated from Mohawk College in his early 20s with a diploma in Insurance Administration. He then began his financial services career with Confederation Life in Customer Service. Paul then advanced to business development with an agency specializing in employee benefits where he focused his attention on the acquisition of new business. With increasingly senior roles in the Insurance and Mutual Funds sector of the industry, Paul held executive roles with Standard Life, Canada's largest provider of Group Retirement Services, HRL Funds Management, Canada's oldest Investment Counsel firm and most recently with Desjardins Financial Security Corporation where he was Vice President, Business Development for all provinces, except Quebec.

Given his extensive background of over 30 years of business development experience in the Canadian wealth management industry, Paul is extremely well-suited to this new role. For the past year Paul has been a valued member of the HighView Advisory Board and instrumental in HighView's entrance into providing our asset management solutions to institutional clients such as private pension funds, foundations and endowments. His decision to join HighView on a full time basis was predicated upon our continued growth and our need for dedicated and professional relationship support of our clients.

As a avid believer in lifelong learning, Paul recently graduated from Royal Roads University with his Masters of Business Administration (MBA) in the Leadership stream. Prior to that, in 2001 he completed all of the courses to earn his Certified Financial Planner (CFP) designation. Paul has held his Chartered Life Underwriter (CLU) designation for more than 20 years. Paul has also served on a number of industry committees and has spoken at a number of industry events including the Advisors Forum where he delivered his topic on business development at venues across the country. He was invited by the International Association of Employee Benefit Plans to speak to an audience at their annual event, this time in New Orleans, Louisiana.

We are very excited to be adding Paul to the HighView leadership team. His addition will only serve to enhance the depth and breadth of our core competencies.

Please join us in welcoming Paul to our team and wishing him every success in the next stage of his already very successful career.

