



Canaccord Genuity



theBasran  
WEALTH MANAGEMENT GROUP

# Financial Success Requires the Right People



# Financial Success Requires The Right People

The Basran Wealth Management Group at CG Wealth Management provides top-level wealth management services and investment advice to established business owners, high-net-worth individuals, institutions and family offices. With personalized assistance in choosing investments to meet your needs and expectations, we balance risk with opportunity while continually looking for new growth potential. With an unbiased approach along with independent thinking we enable you to make informed decisions about the management of your wealth. Jerry and his team provide a complete range of wealth management services designed to your unique specifications.

## Our clients include

- Working and retired high-net-worth business owners
- Family offices
- Executives
- Medical professionals
- Not for profit and institutional organizations

Jerry works closely with clients and their financial representatives – accountants, lawyers, private bankers, business managers – bringing discipline and surety to complex financial decisions. From portfolio management to estate planning to business succession, Jerry ensures affluent individuals have a complete strategy for dealing with all aspects of their wealth. Jerry's "big picture" mindset and independent approach gives clients the freedom to focus on what's important in life, while maintaining control over their finances. The result is increased confidence and greater peace of mind.

## Core Principles

- Assessment of total wealth needs
- "Protection first" investment philosophy
- Independent analysis of all opportunities
- Proactive assessment of risk
- Partners in success



**Jerry S. Basran, BBA, CIWM, FCSI®**

**Senior Wealth Advisor**

T: 604.643.7346 E: jbasran@cgf.com

Jerry Basran has over 25 years of experience in the financial services industry. Starting with RBC Dominion Securities in 2000, Jerry steadily grew his practice, becoming one of the firm's top wealth advisors and a specialist in serving high-net-worth clients. Jerry recently joined CG Wealth Management to be part of an independent firm, offering bespoke wealth management to his clients.

Jerry holds a BBA degree with a dual specialization in accounting and finance from Simon Fraser University. He is a Fellow of the Canadian Institute, a designation reserved for financial professionals that meet the highest standards for advanced education, ethical conduct, industry experience, and endorsement from peers. Jerry also holds the Chartered Strategic Wealth Professional designation, an elite designation held by a select few Canadian financial professionals.

Jerry and his family live in South Surrey, where they are active members of the community. Jerry lends his support to a number of local charities and has acted as a campaign executive for the Surrey Memorial Hospital Foundation Emergency Centre, raising over \$450,000 through the RBC Invitational Golf Classic.



**Delia Barbosa**

**Senior Investment Associate**

T: 604.643.7348 E: dbarbosa@cgf.com

Delia Barbosa is a licensed Investment Associate with over two decades of industry experience. Delia started her career at Canaccord Genuity Corp., where she gained in-depth knowledge of investment operations, client management, trade execution and strong relationships.

In her desire for growth, Delia has shifted into the world of Wealth Management by joining The Basran Wealth Management Group, successfully pairing her investment knowledge with management of client relationships. On our team, she is responsible for coordinating and administering client services.

Delia and her husband live in Delta, BC—their home is a hub for family and friends. When time permits, Delia enjoys outdoor activities and world travel.



**Napa Iamnopparat**

**Administrative Assistant**

T: 604.643.7399 E: niamnopparat@cgf.com

Napa Iamnopparat joined The Basran Wealth Management Group in 2023 as an Administrative Assistant. A self-starter, she is tenacious when it comes to getting the job done and thoughtful when thinking of client's needs.

Napa started her career at independent firm in Vancouver, where she gained back-office experience working as a Securities Administrator, before working closely with clients as an Administrative Assistant for a top investment advisor.

Napa holds a Bachelor of Arts from Simon Fraser University and is continuing her education in pursuit of expanding her knowledge and supporting our team with the comprehensive wealth management process that we strive to achieve within The Basran Wealth Management Group. When not in the office, you will find Napa doing pilates, or spending time outdoors with her energetic dog, Bullit.

## Team Specialist



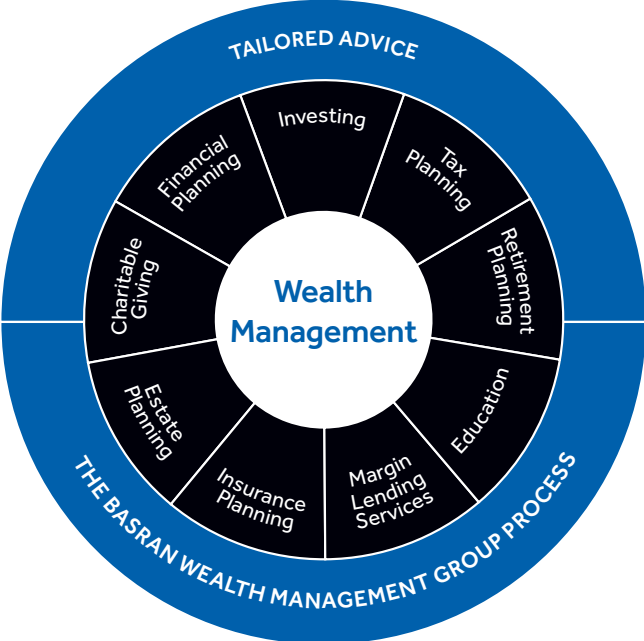
**Anne Jackson, BBA, CMA**  
**Wealth & Estate Planning Specialist**

Anne specializes in providing tax planning solutions for our clients, and holds a Business Administration Degree from Simon Fraser University, with a concentration in Accounting and Finance. She also holds a Certified Management Accountant (CMA) designation and brings years of taxation and accounting experience to the group. Anne is insurance licensed and is currently working towards her CFP designation. Anne's accounting and independent taxation consulting experience has given her knowledge and skills in advanced financial, tax and estate planning strategies for high net worth clients.

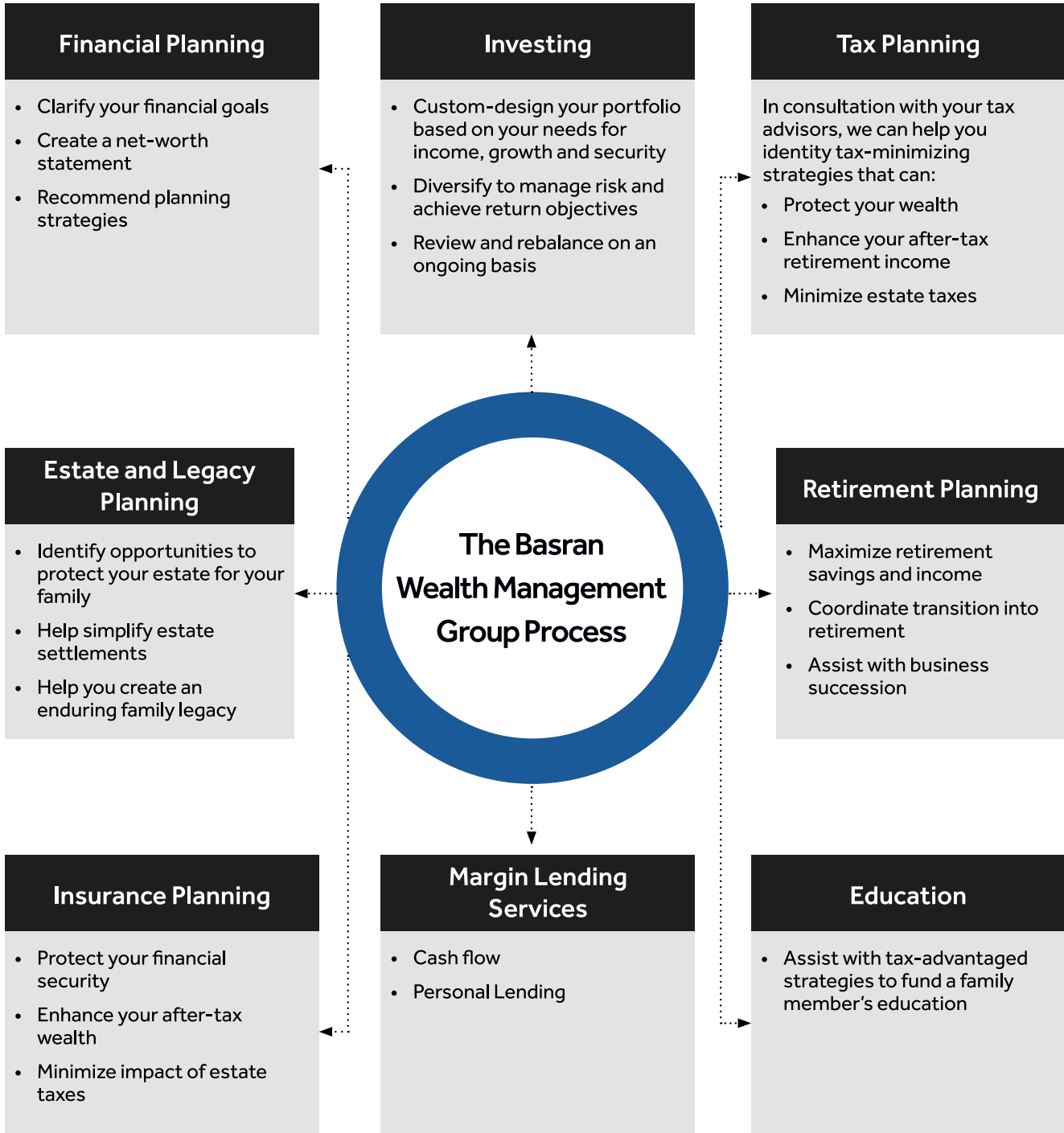




# A comprehensive approach to building and protecting wealth



By coordinating the various aspects of your wealth. We provide personalized solutions that fit your lifestyle so you may derive the most benefit from your situation. Our proven process is designed to achieve a complete understanding of your goals and circumstances so we can deliver a complete service to meet your needs.





Our process will walk you through the foundational steps we use to build your financial plan.

We start by learning everything we can about you: your family, your hobbies and your goals. It is from these in-depth conversations that we create a customized financial plan, which will serve as a guide to help you pursue your goals.

### 1. INTRODUCTION

Before we introduce our services, we would like to speak with you about your overall financial situation. We want to gain a broad understanding of how we may be able to help, so we can further discuss topics that are useful to you.

### 2. CORE OBJECTIVE DISCOVERY

Through in-depth discussion of your needs, goals and the reasons behind them, we will help you to determine the core of your wealth objectives. By understanding your individual needs and the circumstances surrounding them, we will be able to better craft solutions that fit your unique situation.

### 3. CENTRAL WEALTH ANALYSIS

Once we have analyzed the information you provided in detail, we will shape a strategy that fits your timeline, financial expectations, personal goals and wealth capacity. This will be a guideline designed to fit your unique lifestyle needs.

### 4. CONNECT YOUR WEALTH

According to the wealth strategy we have created, we will design specific tactics to actualize the individual objectives. We will coordinate a vast resource of internal experts, world-class financial products and any of your existing financial professionals to implement these solutions.

### 5. ON-GOING CARE

We are committed to long-term financial relationships with our clients. We will update you on your financial progress on a regular basis and make adjustments to your investment portfolio as market fluctuations demand.



# Questions to ask when choosing an Investment Advisor

Choosing the right Investment Advisor is a big decision that can significantly impact your financial future. An Investment Advisor can help you with everything from providing financial insight and expertise to working with you to build a financial plan that is customized to your specific needs and goals. To help you with this decision, we've included a list of questions to consider below.

## 1. Are you registered? What accreditations do you hold?

CG Wealth Management is a member of the Investment Regulatory Organization of Canada (IIROC) which oversees all investment dealers in Canada. IIROC sets and enforces rules regarding the proficiency, business and financial conduct of dealer firms and their registered employees.

In addition to upholding professional standards as a fiduciary, many Investment Advisors maintain industry-recognized accreditations that reinforce their commitment to the highest levels of knowledge, integrity and service. It is worthwhile to understand what accreditations your Investment Advisor has, along with what they mean and the potential value they can add.

## 2. What is the depth of your industry experience?

You want to ensure you are working with someone who is qualified and has the right experience to provide you with the guidance you need. Consider questions like:

- What are your educational and professional qualifications?
- How long has your firm been in business?
- How long have you been with the firm?
- How long have you worked in the industry?
- What professional associations do you belong to?





### 3. How are you compensated?

Investment Advisors can be salaried or receive a commission or flat fee. If an Investment Advisor is salaried, the cost of their advice is built into the products you buy. It is important to understand how your Investment Advisor is compensated, the cost of their services and the depth of what you can expect to receive in paying that fee.

### 4. What kinds of products and services do you offer?

Not all Investment Advisors offer the same products and services or have the same expertise. It's important to consider whether you simply want investment management or if you're interested in more comprehensive financial planning. Some specialize in certain kinds of investments. Others can offer you a wide range of investments and services. If you're an experienced investor, you may want an Investment Advisor who offers a wide range of products and lets you choose. If you're newer to investing, you may be more comfortable with fewer choices and more guidance from an Investment Advisor.

### 5. Who are your clients?

An Investment Advisor's job is to help you work toward your financial goals. It will help if the Investment Advisor has a good track record with clients like you—people with similar backgrounds and goals. Ask your advisor to describe their typical client. Also ask for references from clients who have been working with the advisor for a while.

### 6. How will you help me reach my goals?

The Investment Advisor should ask about your financial goals and investment objectives. Are you mainly looking for safety, income or long-term growth? Are you saving for something specific, like retirement? They must also ask about your financial situation, investment knowledge and experience, and risk tolerance. This information may seem personal, but it helps ensure that the right recommendations are made for your specific situation. Should your financial situation change at any time, let your Investment Advisor know so they can update this information.

### 7. What level of service can I expect from you?

You should have a thorough understanding of the services your Investment Advisor offers. Consider questions like:

- How often will we meet to review my financial plan?
- How will you update me on the performance of my investments?
- How quickly will my phone calls and e-mails be returned? Will they be returned by you or by support staff?



# About CG Wealth Management

CG Wealth Management is committed to helping investors reach their life goals.



CG Wealth Management is Canada's leading, independent investment management firm, focused on providing best-in-class wealth management strategies and capabilities. Our global wealth management businesses are entrusted with over \$65.4 billion<sup>†</sup> in client assets.

As a recognized and trusted brand, we offer something that's refreshingly compelling and valuable in a crowded marketplace: bespoke solutions—not templates. Our Investment Advisors, in collaboration with specialists from across CG, have access to a vast array of resources and knowledge. This investor-focused approach, backed by industry-leading research, analysis, and a powerful platform that leverages the latest in technology, is setting new benchmarks in customer service.

<sup>†</sup>As at September 30, 2019. Administered and managed by CG Wealth Management in Canada, the UK, Europe and Australia.  
<sup>\*</sup>Services offered through CG Wealth & Estate Planning Services Ltd.  
<sup>\*\*</sup>Services provided through external relationships



## The Security of your Assets

Our commitment is to understand and exceed the expectations of our clients. The safeguarding of your investments will always be our top consideration.

Canaccord Genuity Group Inc. is a participant organization with the Canadian Depository for Securities (CDS). CDS is Canada's national securities depository, clearing and settlement hub. CDS is accountable for the safe custody and movement of equity, fixed-income and money market securities, accurate recordkeeping, the processing of post-trade transactions, and the collection and distribution of entitlements relating to the securities that have been deposited by participants. CDS is regulated by the Ontario and Quebec securities commissions and the Bank of Canada, with working and reporting relationships with the Canadian Securities Administrators (CSA), other provincial securities commissions and the Office of the Superintendent of Financial Institutions. For more information, please visit [cds.ca](http://cds.ca).

Client accounts with CG Wealth Management are protected by the Canadian Investor Protection Fund within specified limits. A brochure describing the nature and limits of coverage is available upon request. For more information, please visit [cipf.ca](http://cipf.ca).

## About Canaccord Genuity Group Inc.

Through its principal subsidiaries, Canaccord Genuity Group Inc. (the "Company") is a leading independent, full-service financial services firm, with operations in two principal segments of the securities industry: wealth management and capital markets. Since its establishment in 1950, the Company has been driven by an unwavering commitment to building lasting client relationships. We achieve this by generating value for our individual, institutional and corporate clients through comprehensive investment solutions, brokerage services and investment banking services. The Company has offices located in Canada, the UK, Guernsey, Jersey, the Isle of Man and Australia. Canaccord Genuity, the international capital markets division, operates in North America, the UK, Europe, Asia, Australia and the Middle East. We are driven by your success.

Canaccord Genuity Group Inc. is publicly traded under the symbol CF on the TSX.

CG Wealth Management is a division of Canaccord Genuity Corp., Member – Canadian Investor Protection Fund and the Investment Industry Regulatory Organization of Canada.

**[cgf.com](http://cgf.com)**

**Jerry S. Basran**, BBA, CIWM, FCSI<sup>®</sup>

Senior Wealth Advisor

604.643.7346 | [jbasran@cgf.com](mailto:jbasran@cgf.com)

609 Granville Street Suite 2200 Vancouver, BC V7Y 1H2

[basranwealthmanagement.com](http://basranwealthmanagement.com)



**Wealth  
Management**

Canaccord Genuity



**theBasran**  
WEALTH MANAGEMENT GROUP