



Francis M. Lewis engages the audience during his presentation.



From left to right: Francis M. Lewis and Robert Soverall exchange pleasantries.



From left to right: Master of Ceremonies, Robert Dumas; Kameel Baksh-Edwards, General Manager, Scotiabank Foundation and Head of Marketing, Scotiabank; Robert Soverall, Managing Director, Scotia Insurance and Krystel Maharaj, Marketing Manager, Scotiabank.



Members of the Scotiabank Vision Achiever Business Training Class of 2018 share a candid moment.

We hosted the sixth installment of our thought leadership series, Scotiabank Insights, with featured speaker, Francis M. Lewis.

Our customers' trust and confidence motivates us to always think of ways we can serve them better and as such, we continue to invest in initiatives that seek to help customers/potential customers and businesses reach their full potential. We are driven by their success and helping them achieve their goals excites us.

Scotiabank Insights is a natural extension of our focus on our customers. Through this thought leadership series, we hope to inspire and motivate. Our featured guest speakers provide an "all access" pass to the audience, bringing to life an element of intellectual awakening, as they share their stories.

The first event in the series was held in February 2016. Since then, we hosted experts from various sectors to discuss key subjects such as "Entrepreneurs of the Soil", "The Importance of Financial Planning", "A Roadmap to Challenging Economic Times", "Defining Your Own Success" and "NGOs and Sustainability".

This installment's featured speaker, Francis M. Lewis, is a Senior Consultant and Director with Res Consulting. He has worked both in private and state sectors across industries, ranging from consumer goods and glassworks to airlines and tourism, banking and financial services, to construction and manufacturing, and has served on several Company and NGO Boards. He was instrumental

in the start-up of the Institute of Business, now known as the UWI – Arthur Lok Jack Graduate School of Business. Francis holds an MBA from Harvard Business School and an undergraduate degree from the Wharton School, University of Pennsylvania, and has trained with the Institution of Industrial Management, UK.

In his presentation, Francis skillfully guided the audience through an engaging introspective process focused on Resilience and Risk. He developed the conversation by highlighting areas such as Embracing Change, Uncertainty and Opportunity and Moving On. Francis posed meaningful questions, expanding on valuable insights such as "...It's not what happens to you, but what you make of what is happening to you...".

The tone of the discussion was one of optimism and encouragement, with deep thoughts on embracing the future, being prepared to take risks when opportunity arises, and an intriguing view on resilience as the ability to take on life's challenges in the face of risk, with a clear sense of direction and focus.

Stay tuned to the Scotiabank Trinidad and Tobago Facebook page to learn more about the Scotiabank Insights series.



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It starts with you



Final session for class of 2018 approaches

It's been an incredible journey for our Scotiabank Vision Achiever candidates – each one a business owner with a vision for their company and a desire to make it a reality. This weekend, our candidates will attend their final business training session, but it does not end here. Each candidate will be featured in a video showcasing their business, which will then be shared on Facebook so the public can vote for their favourites.

From our first session on Wednesday 25th October, the foundation for success was laid as candidates were educated on the art of introductions and networking among each other, as well as the development of 90-day business planning. The second session centered around Styles of Communication and the application of behavioural assessment tools such as the DISC Analysis, used in understanding the personality types of others.

Our Vision Achievers' understanding of Marketing was enhanced during the third session when they learnt about What is Marketing, Defining Your Unique Selling Proposition, The Customer Loyalty Ladder, Defining Your Ideal Customer, Advertising, Guarantees and Building an Effective Marketing Campaign.

Last week's class shifted focus to Finance and our candidates delved into profit & loss statements, studied balance sheets and learned how to grow their profit margins by discovering the importance of cash flow forecasting.

This weekend's final session represents the culmination of two months of invaluable business training undertaken by each candidate.

Stay tuned to our Scotiabank Trinidad and Tobago Facebook page to find out who will be this year's top Vision Achiever and recipient of the \$25,000 cash prize. Look out for our candidates' business videos so you can vote for your favourite business owner!

Top Left: Kiran Singh – owner of Ice Boys Premium Party Ice, jots down some noteworthy info during the session.

Top Right: Steve Singh – co-owner of the Superhero Store, is fully engrossed in the speaker's presentation.

Center: Krystel Maharaj, Marketing Manager – Scotiabank, addresses Vision Achievers at the start of the day's session.

Bottom Left: Ryan Clement – owner of Camnet Surveillance and Teesha Thompson of Tropical Blizzard Ice Treats happily applaud a point being made in class.

Bottom Right: Shimone Anthony – owner of Shimmerlicious Pizza and Gerard Joseph – owner of Zap-Tech Solutions, look on with interest during the day's proceedings.

2018 VISION ACHIEVER CANDIDATES:

Kathryn Nurse (Immortelle Beauty) • Asante Le Blanc (Victoria Clinic Limited) • Celeste John-Roberts (John Roberts Hospitality Management Ltd.) • Shimone Anthony (Shimmerlicious Pizza) • Teesha Thompson (Tropical Blizzard Ice Treats Limited) • Brendon Braithwaite (Buzz Concepts Ltd.) • Danielle Small (The Business Boutique) • Kenyon Champion (Road Trip) • Jameel Bellerand (Road Trip) • Ryan Clement (Camnet Surveillance) • Gerard Joseph (Zap-Tech Solutions) • Keegan Simon (The 1 Individual Aesthetic) • Anthony DaCosta (Just Hurtz) • Christopher Cox (Creative Reflections Photography) • Steve Singh (The Superhero Store) • Kiran Singh (Ice Boys Premium Party Ice) • Leiselle Phillip-Morton (Lei's Exclusive Daycare) • Christopher Culpepper (Culpepper Concepts)



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