

Nadine Lajoie

Management Consultant and Financial Services

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Visionary, creative and solution-oriented manager poised to develop strategies and improve efficiency to attain proficiency in all levels. Acknowledged for determination to reach goals and capacity to build strong client and business relationships. Received awards for excellence in performance, productivity and integrity.

-----Qualifying Strengths-----

Management & Supervision
Web Management & Design
Strategic Planning & Marketing
Accounting Strategist

Budgeting & Forecasting
Operations & Profits Efficiency
Training & Mentoring
Sales & Administration

Financial Planning & Analysis
Process Improvements
Problem Resolution
Cost Reduction

-----Personal Profile-----

- Highly motivated and multi-talented successful business woman, international motorcycle racer, pianist, guitarist, singer-songwriter-composer, national volleyball athlete, and all that, at a high level of proficiency.
- High achiever by dint of vision, leadership, methodology, efficiency, and professionalism.
- Inspiring and motivating people with energy, dynamism and facility to take action.

-----Professional Experience-----

Manager, Speaker & International Motorcycle Racer

2004 to present

Nadine Racing Team, PEAK Excellence Club of Canada, Quebec Business Women's Network, Ile-Perrot Business Association, Youth Home of Ile-Perrot, etc...

- Promoted women motorcycle racing in the US and in Canada.
- Promoted a road racer and increased sponsorship by 700% in 2 years.
- Motivational speaker for several organizations, associations and schools.
- Managed, organized and develop marketing strategies, sponsorship, budgeting and financial planning.
- Designed, managed and updated different web sites.
- Accomplished tremendous racing results in Canada and United States:
 - Finished 1st overall in Ontario and 3rd overall in Canada, in Road Racing Championships for women.
 - Finished 9th overall (out of 69 male racers) in WERA National Championship (USA), after only 4 years of racing competition and 6 years driving a motorcycle.

Management Consultant

2000 to present

Contracts with different companies, including: Planex Solutions, PFL International, Auto Fracar Canada, Stratégie Financière Richard Benoit, Éric Gosselin, PFL Solutions, Ferme G2L, Création Imagine, etc...

- Developed strategic financial planning solutions personalized for each company.
- Financial analysis for real estate investments
- Increased revenues by establishing financial, professional and personal goals.
- Implemented a tailored structure monitored by rigorous multi-level coaching.
- Resolved problems in target area, processes, and operational implementation.
- Improved profitability and decrease loss by establishing benchmarks and custom-made systems.
- Established and maintained strong relationships in Canada and United States.

Management Consultant & CEO

1995 to present

*Lajoie des Finances Inc., Independent Financial Services Firm
Over \$95 Million in Investments & Insurances Contracts*

- Awards:
- * Led the company to win the prize of "Established Enterprise of the year 2007".
 - * Drove the company in the "Top 10% in Canada" with Peak Financial Group since 5 years.
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- Drove the company in the “Top 10% in Canada” with Peak Financial Group since 5 years.
- Increased revenues by 234% in 2 years after joining an independent financial planner firm.
- Conceived a tax shelter presentation to increase revenues by 50% within the 1st year.
- Increased revenues by 23% in 2007, with an average of only 10-15 hours a week of consultation.
- Reorganized strategy and portfolios for clients and exceed their expectations.
- Systematized everything and conceived processes to increase productivity and efficiency by 40%.
- Coached and mentored financial services representatives and helped them to become a share holder.

Administrative assistant - Reed Steenhouse & AssurExperts

- Created a loss ratio analysis to develop a “niche” in the farm market.
- Conceived a technology system to save 66% of the clerical time for cover notes.
- Established a new filing and information systems to eliminate the wasted time.

Actuarial Assistant Analyst - Laurentienne

- Programmed software for annuities, life insurance, cash and succession values.
- Financial and actuarial calculus.

Education

- 1998 : Financial Planner (IQPF)
- 1998 : Certified Insurance Advisor (AIAPQ)
- 1997 : Mutual Fund Advisor (IFIC)
- 1992 : Bachelor in Actuarial Science (Laval University)
- 1992 : Exams from Society of Actuary (SOA 100, 110, 140 & 165)

Additional Education

- “Train the Trainer I & II” seminar by T. Harv Eker, California, USA, 2008
- “Nouveau Riche – Real Estate Education”, Arizona, USA, 2008
- “Peak Potentials” business trainings by T. Harv Eker, California, USA, 2007 - 2008
- “Success Principles” coaching by Jack Canfield, California, USA, 2007
- “Strategic Coach” by Pierre St-Onge (Dan Sullivan Method), Montréal, CAN, 2000-2002
- More than 15 personal growth seminars by Annie Marquier, Knowlton, CAN, 1999-2007
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Other

- Microsoft Windows, Office, Word, Excel, Access, PowerPoint, Outlook, Internet, Mozilla Web Site Creator, Power Rep, Morning Star, Photo Shop, Mix Allocation/Investments/Retirement software.
- Volunteer workshop leader in personal and spiritual development.
- Administrator of Vaudreuil-Dorion Chamber of Commerce.

Languages : French and English

- 2006-2008 : 2 different Solo 4-month road trip in 21 different States in USA.
- 1985-2007: Piano (11th grade: 1986), guitar, singer-songwriter-composer, registered a demo disk with compositions (2002) and performed in shows and piano-bar beginning at 16th years old.
- 1986-2001 : Volley-ball player at provincial and Canadian level (in despite of my 5’1’’ !).
- 1989-1998 : Volley-ball coach at college and high school level.

Available for travel