

## *Canada's Investment Industry Faces*



### **George Carter**

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Manulife Securities  
*Halifax, NS***

#### **How long have you worked in the industry?**

I've been working in the industry since 1998, all the while as an Investment Associate to Rob Peters, Senior Investment Advisor, Manulife Securities. I'm also a 25-year member of the Rotary Club of Halifax Northwest, including a stint as President in 1999, and am very proud of our charitable contributions to the community we serve.

#### **Please describe an average day for you in the office.**

The first thing I do, of course, is check the markets here in Canada and elsewhere around the globe. A typical day always includes discussions with our clients – at least 5 per day lasting approximately 3 hours in total.

#### **What drove your interest to work in the investment industry?**

I started getting involved with my own investments to the point that it became a serious hobby. The more I learned about market activity, the more I decided I wanted to turn my hobby into a full-time career. And so, I started the process of fulfilling my registration requirements.

#### **Do you find the work you do satisfying? If yes, why?**

When things go according to plan for your clients, yes, the work is very satisfying. That said, it's been a tough few years.

#### **How do you see the industry helping investors and the Canadian economy as a whole?**

We help Canadians save for their retirements. With a population that's aging more and more each year, this industry has never been more relevant.

#### **Would you recommend a career in the investment industry to a young Canadian considering his/her career options?" If yes, why?**

I can see there will be an even greater need for compliance and IT experts in the coming years.

For young people interested in working in a challenging and high compensation profession, they should consider pursuing careers in these areas.