



# BOSSYSTEM

BUSINESS OWNERS SUCCESS SYSTEM

## JOHN PAUL SANCHEZ

### Biography



**“Business is my passion,” says John. “Being a great leader is about making people great around you.”**

He’s generous, compassionate and disciplined. As one of the two Co-Founders for BOSS (Business Owners Success System), a company designed to help small and medium size businesses achieve success, John Paul Sanchez is a passionate and driven entrepreneur. His expertise in teaching the fundamentals of creating success and *\*wealth consciousness* to run a business makes him an extraordinary leader in today’s marketplace.

John’s leadership approach is results-driven and focused at its core. His collected personality, strategic thinking and genuine kindness are evident in his one-on-one consultations and management of the company. He leads a well-rounded team of professionals who deliver top-notch results in the areas of event management, business referrals, promotions and marketing strategies, putting BOSS in the spotlight and into action for its members. The company prides itself on helping members acquire business solutions that foster *\*wealth consciousness* and lead to success.

*\* Wealth Consciousness:* The belief that the universe is abundant and has enough for everyone. The focus is on what is possible, which leads to a more joyous and fulfilling life.

JOHN PAUL SANCHEZ, generous, compassionate and disciplined.



## PROFESSIONAL HISTORY

Upon graduating from business school at the University of Western Ontario in 1988, John began his career in the financial services industry. He received his CFP designation from the Canadian Association of Financial Planners in 1996. John has held posts as a financial planner, property manager, board member for several companies, and a VP of an insurance brokerage firm. He then partnered with his father to form International Capital Management in 1996, eventually taking over as President of ICM in 1998. Together with his brother Javier, they built a multi-million dollar financial planning practice while also managing their own investment fund dealer.

Their exposure to business owners' finances and their day-to-day challenges provided the Sanchez family with an idea that would reach out to a growing population of professionals. John and Javier began BOSS in June 2009 in Toronto, Canada,

## ABOUT BOSS

Located in Toronto, Ontario, BOSS services over 100 active members who are business owners from a variety of industries. It is a growing community of motivated, resourceful, and professional leaders who create referrals, profits, and better business results for each other.

"BOSS is a great opportunity to share knowledge and understanding," says John. "Best of all, the synergy created between entrepreneurs is valuable and efficient. Members always acquire something positive from connecting with BOSS."

It is John's hardworking and proactive work ethic and commitment to helping others succeed that gives him and BOSS a distinguishing edge in the industry today. His firm belief and clear understanding of the concept of *\*wealth*

creating "unique value and sustainable strategies to help entrepreneurial growth."

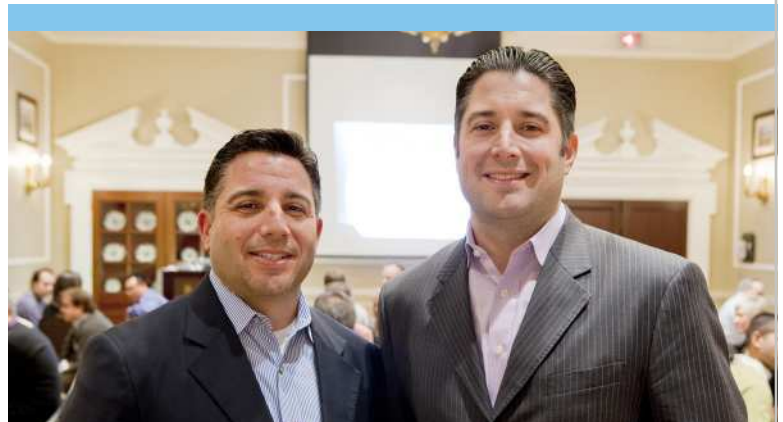
John's 20 years of extensive business experience and natural ability is invaluable to BOSS business owners who are confident, productive, and conscientious about contributing to their community. John draws from his own experience in running and operating ICM and helping his clients and business owners maintain their professional and personal financial portfolios, in order to assist fellow business owners.

"We provide a platform for businesses to overcome struggles and to thrive," says John. "We hold networking events, inspiring seminars, one-on-one consultations and online support. We walk with our members on a challenging but rewarding journey and provide the help to overcome issues that affect their bottom line."

**"We've been programmed to see scarcity," says John. "It's our mission to open people's vision and mindset to see abundance instead."**

*consciousness*—the mindset to affirming abundance, saving money, and building wealth and financial rewards—is the root of BOSS.

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## THE ACCOMPLISHED PROFESSIONAL

Born in Bogota, Colombia in 1966, John's parents immigrated to Canada in 1973, bringing deeply rooted personal and professional ethics with them. His mother was instrumental in teaching John and his siblings, Javier and two sisters, about discipline and integrity. Their father had a strong entrepreneurial spirit and they learned about generosity from him.

"He would always make time for people who needed help and treated people fairly," says John. "My father believed in a strong education and providing people with value beyond what you get paid to do. I believe in the same values today."

Reflecting on his dad's advice, to give back to the community is what made the greatest impact on John. As a hardworking, ambitious and conscientious young person, John's ability to lead effectively and help business owners generate results quickly is a true testament to his late father's ways. According to his clients, John is "caring, conscientious, and trustworthy and has the tools to consistently make a difference in someone's life."

And he's done just that for over 2,000 clients to date. Since 1998, John Sanchez has saved his clients thousands of dollars in expenses, over \$200,000 in taxes and has increased portfolios that protect client capital by \$200,000,000. In 2008, he was honoured with a certificate from the Canadian SME for running ICM successfully for over a decade.

An empowering presenter, John enjoys sharing knowledge and strategies he's acquired over the years, allowing him to connect with his clients on an understanding and caring level. "I treat people like I want to be treated,"

says John. "The more we're able to share about managing finances and running a business, the greater our success. Whatever you put out is multiplied."

Client service excellence, results, and satisfaction, are primary objectives for John and BOSS. How that satisfaction is delivered is what makes the greatest impact. "Connecting people and creating synergy and opportunities that would otherwise not be there is the greatest difference BOSS can make to entrepreneurs and the community," says John. "My job depends on the success of our members and the possibility (his favourite word!) we create for them. That's great!"

To stay competitive and at the top of any industry, in today's economy and marketplace, John says "you have to love what you do to excel at it. You can be busy, but you have to be productive, goal-oriented, and clear in order for your business, clients or members to grow."

So how does he stay focused and manage everything? John says he implements a system he calls Mission Control. It's a way of prioritizing tasks. Step one is to download information from your brain. Step two is to compile a TO DO list and prioritize everything. Step three is to schedule each task into your calendar, delegate and follow-up with other tasks, and get rid of tasks you are not going to do and communicate that. He says "it's okay to say no when it's warranted."

And what's John's secret to success? "Investing part of every dollar earned and building multiple streams of income," says John. "But I also know for sure that what you give is what you get."



## EXPERTISE AND A WAY OF LIFE

John's multi-faceted responsibilities include maintaining day-to-day operations, setting the right course for his team and ensuring the fiscal responsibility for his clients, members, and his company.

"My goal for BOSS is to help entrepreneurs across North America," says John. "I continue to strategize and make plans that will improve the way I do business, manage my client portfolios, and add value for our members."

John is approachable, highly-motivated and "continuously sharpens his saw" by attending seminars, absorbing industry literature, and upgrading his skills through courses and certification exams. He is a self-proclaimed "student of the fundamentals of success" and is passionate about reading, especially inspired by the philosophies of Deepak Chopra, Anthony Robbins and Bob Proctor. His favourite book is called *The Happy Pocket Full of Money* by David Cameron Gikandi, given its teachings that the sky really is the limit when it comes to achieving great things. Coincidentally, John's favourite colour is sky blue.

When he's not immersed in client work, or making an impact through BOSS, John enjoys playing a few rounds of golf, soccer, tennis, and travelling to exotic locations around the world. Madrid, Venice, and St. Tropez are just a few destinations he's travelled to, realizing that "beauty and culture contribute to humanity."

So how does he maintain work-life balance? John enjoys dining out with his wife, meditating, praying or spending time with his three children ages 18, 13, and 9. "My advice to my kids is to always contribute to the community"—advice that's also given to his staff, clients and BOSS members.

### FOR MORE INFORMATION:

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