



# BOSSYSTEM

BUSINESS OWNERS SUCCESS SYSTEM

## JAVIER SANCHEZ

### Biography



**“Sharing my knowledge with entrepreneurs is personally and professionally rewarding,” says Javier. “And getting creative with business solutions that help them grow.”**

He’s an inspiring communicator, a passionate entrepreneur, and a play-hard-work-hard kind of leader. But make no mistake, Javier’s easygoing nature is seamlessly woven together with a competitive force that pushes him to achieve excellence and positive results all around.

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, Javier’s expertise in investment planning and wealth management, and specialized skills in public speaking, tax planning, and teaching the fundamentals of *\*wealth consciousness* makes him a go-to leader in today’s marketplace.

Javier’s hands-on approach to doing business is results-driven and focused at its core. His down-to-earth personality, drive to give back to his community, and ability to conduct business with ease are evident in his one-on-one consultations and strategic work at the company. At BOSS, he leads a team of professionals who deliver outstanding results in marketing, promotions, event management, and business referrals, putting BOSS in the spotlight and into action for its members. The company prides itself on providing members with 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.

JAVIER SANCHEZ, inspiring communicator, a passionate entrepreneur, and a play-hard-work-hard kind of leader



## PROFESSIONAL HISTORY

Prior to beginning his academic studies, in business, Javier spent a few summers working with his father in the financial planning field and soon realized it was his passion. After completing one year in business school at Carleton University in Ottawa, Canada, Javier's goals shifted towards working with and under the direction of his father. In 1999, he got his CFP designation from the Canadian Association of Financial Planners and began working in the family business at International Capital Management. Together, the brothers built a multi-million dollar financial planning practice and managed their own investment fund dealer.

Javier and John's ICM exposure to day-to-day challenges faced by business owners became a platform for the Sanchez family to reach out to a growing population of entrepreneurial professionals. So they began BOSS in June 2009 in Toronto, Canada.

"We had specific knowledge and skills to run a business," says Javier. "We found the gap, went through years of trial and error, started to help owners in the face of a recession, only to realize that the small business owner is the engine of the economy. So it was an ideal time to reach out to them and start BOSS."

## ABOUT BOSS

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

"There's a science to becoming wealthy," says Javier. "It's a mindset and we share that solid mindset with our BOSS members through events that help to expand their thoughts and ideas, inspire their minds, and provide one-on-one or online support."

It is Javier's ability to motivate, inspire, and communicate on a personal and professional level that empowers BOSS members to succeed, giving Javier and BOSS a distinguishing edge in the industry today. His firm belief, and clear understanding of, the concept of \* *wealth consciousness* –the mindset to abundance and building wealth–is the root of BOSS.

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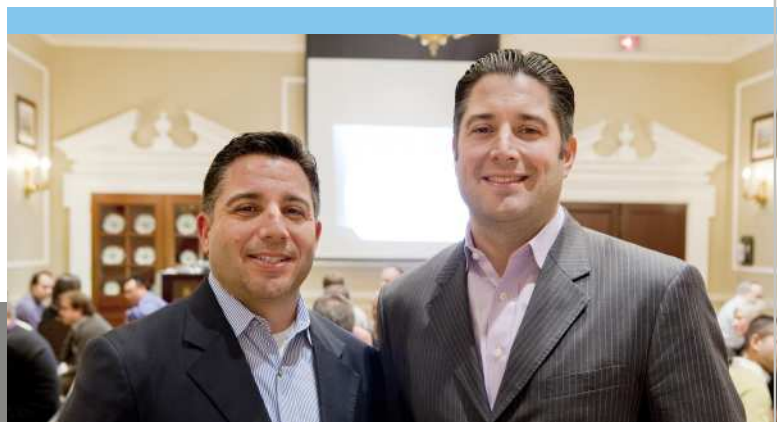
But Javier's mission to reach out didn't stop there. In 2006, he and his wife Isa started a fundraising event called the CCCO Golf Charity Classic. The annual all day golf event supports the Canadian Colombian Children's Organization, a registered charity committed to responding to critical basic needs at Nazareth Orphanage in Columbia, South America. With an increasing number of children joining the orphanage every year, oney raised from the fundraising event provides children with medical and dental care, and helps to revitalize and maintain the property that houses the children.

Javier's 16 years of working one-on-one with people provides him, and his clients, with a viable opportunity to brainstorm and create unique ways for owners to succeed. By drawing from his own experiences at ICM, Javier's valuable strategies and knowledge is a key component to the success of BOSS. "Confident and productive business owners gain a good understanding of the value of contributing to their community, and how the rewards of that yield a return."

**"Making a difference in these young lives gives meaning and purpose to my work," says Javier. "The events give me tremendous satisfaction and joy knowing that we are making a difference in these young lives."**

"Learning about wealth from a higher, natural, and more spiritual level gives people clarity," says Javier. "There's a science to the laws of nature and wealth. Statistics and data show a common denominator to achieving wealth. People just have to tune into those patterns and thoughts."

And what are those thoughts? "Seeing abundance not scarcity. And never being affected by fear. It's a context that you set for yourself," says Javier.



JAVIER SANCHEZ, inspiring communicator, a passionate entrepreneur, and a play-hard-work-hard kind of leader



**“My work is part of who I am and my job depends on my enthusiasm,” says Javier. “Our members are go-getters. They’re hardworking and creative in their approach to moving forward with their businesses. I learn from them too.”**



## **THE ACCOMPLISHED PROFESSIONAL**

Born in Bogota, Columbia in 1972, Javier’s parents immigrated to Canada in 1973, bringing deeply rooted personal and professional ethics with them. His mother, a pharmacist and the founder of the Canadian Colombian Children’s Organization, taught Javier and his siblings, John and two sisters, about discipline and integrity. Their father had a strong entrepreneurial spirit and they learned about generosity from him.

“My dad was a businessman and a giver. I learned about compassion and making a difference from him. He always put other’s needs before his own,” says Javier. “He believed in ‘you get what you give’ and I believe in that same philosophy today.”

At 22 years of age, Javier was a confident, eager, and fearless wealth consultant and business owner. His ability to nurture client relationships and help them make road maps to success is a true testament to his late father’s ways. Clients say Javier is “tenacious, compassionate, driven and creative.”

Since 1994, Javier 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. He received a Certificate of Achievement in 2008 by the Canadian SME for running ICM successfully for over a decade.

A qualified and passionate educator for adult continuing education at Burnamthorpe Collegiate in Etobicoke and Richview Collegiate in Mississauga, Javier is an empowering speaker. He has an innate ability to connect with clients and BOSS members on a mutual level of respect, care, and selflessness.

Integrity, honesty, creating opportunities, and generating results are the core values of BOSS. How results are drummed up is what makes a great impact on its members. “We deliver on our promises,” says Javier. “Being honest and transparent is the key to helping people build trust in you and your message enough to use that same message to their own advantage.” A self-proclaimed lover of life, Javier encourages his clients and members “to focus on how they can make a difference and how they can be of service. Business will flow naturally when the focus is on others,” he says.

To stay competitive and at the top of any industry, Javier suggests that “you have to think creatively and love (his favorite word) what you do.”

So what’s Javier’s secret to success? “Having the ability to see opportunity,” he says “I don’t let fear dictate my choices, and I implement basic money management strategies so that I always stay on top of my game.”



## EXPERTISE AND A WAY OF LIFE

Javier's professional responsibilities include maintaining day-to-day operations, setting the right course for his team and ensuring fiscal responsibility for his clients and BOSS members.

"My goal for BOSS is to help as many small to medium size businesses as we can and eventually make a huge impact on communities worldwide."

Javier is driven, approachable, and highly-motivated to stay current and focused in his business. He attends seminars, symposiums and lectures to maintain his CFP designation, and was certified as a Life-based Financial Planner in California in 2004, receiving training in the area of adversity from The Adversity Quotient, Dr. Paul Stoltz. In addition to meditating, Javier also reads about self-development and wealth *consciousness*. He is inspired by great philosophies in such book as *The Happy Pocket Full of Money* by David Cameron Gikandi, *Think And Grow Rich* by Napoleon Hill, *Seven Spiritual Laws of Success* by Deepak Chopra, and *The Power of Now* by Eckhart Tolle.

But aside from being a deeply spiritual, reflective and proactive professional, Javier enjoys going for drives in his blue (his favorite colour!) Jaguar sports car and indulging in pizza, empanadas,

watches, suits and the occasional Mars bar. When he's not engaged in client work, or empowering BOSS members to achieve excellence, Javier is a "golf nut" (always striving to beat his last score!), soccer, tennis, and travelling. A few of his favorite cities include Vancouver, San Francisco, Chicago, Venice, Rome and Barcelona.

So how does he maintain work-life balance?

"My father was great at keeping work at work. Spending time with family was a must and it was uninterrupted. I do the same with my family today." Javier enjoys his downtime with his wife of 10 years and their young children: boys aged 6 and 3 and a little girl who is a year and a half.

"I've learned about appreciating small, simple things in life...like when my son scored a goal at his first hockey game. Often times, shifting one's focus on everyday life, opens us up to more perspective and greater success because we see things in a more comprehensible way." It's a philosophy that benefits his clients and BOSS members today.

### FOR MORE INFORMATION:

Geneviève D'Souza  
Media & Promotions Manager  
GCommunications  
416.801.2171  
genevieve@gcommunications.net

