

Doug Towill

Senior Vice-President, Strategic Business Development

As Senior Vice-President, Strategic Business Development at CI Investments, Doug develops and delivers timely business solutions to complement the broad array of financial solutions available from CI. After more than 10 years as a professional consultant with a major international firm, Doug brought his expertise to the financial services industry in 1997.

An articulate and dynamic presenter, Doug has addressed countless audiences across Canada on industry trends. He takes an in-depth look at the issues investors face and how advisors, as trusted professionals, can best help them. Doug challenges advisors to face their clients' emotional obstacles and deal with the soft and hard facts. His views have been published in the Globe and Mail, Investment Executive and other industry publications.

"We're in the business of relationships and the marketing of intangibles, something that people can't touch...trust is imperative." – Doug Towill