

# Glenn Miller



“

Glenn is amazing and it is very clear he is **an entrepreneur**, he is **a businessman**, he is **very integral for the win**.

- Jennifer Hasche, *Continental Chair, The Movement*

ENTREPRENEUR  
FINANCIER  
CORPORATE RENEWAL  
GOVERNANCE  
SPEAKER & MENTOR  
MUSICIAN

“

# CHANGE MAKERS AND LEADERS FROM ACROSS THE GLOBE...

representing the USA, Canada, the United Kingdom, Europe and Asia Pacific each leading an extraordinary team. A team comprised of **elite executive mentors** which will lead three very distinctive entrepreneurs. Entrepreneurs with unique backgrounds and passions and one very deeply entrenched common trait... a desire to build their empire.

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Glenn Miller delivers a **brilliant and inspiring performance** on set with **entrepreneurs from all over the globe.**"

– Chris LaVoie, *Executive Producer, LaVoie Films*

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This is not for the timid. No room to play small here. This isn't about business as usual – too easy. This is about legacies... about changing the course and causing a ripple effect. Not only building an empire but **being part of transforming and shaping the world around it.** This is about bringing everything you've got, laying it all on the line, growing and rising in triumph.

**Welcome to The Movement.**

<http://themovementseries.com>

GLENN MILLER, BOSS (NORTH AMERICA), THE MOVEMENT >>

HAVE YOU STARTED YOURS YET?

# The Movement

TALENT, BUSINESS, & INNOVATION

LAVOIE FILMS PRESENTS

A CHRIS LAVOIE DOCUMENTARY FILM AMY GOLDING GLENN MILLER "THE MOVEMENT"

DARREN RYEMILL MICHAEL WOLOSHIN ROB SHEFFIELD NICHOLAS BEAMES ROBIN DOENICKE JENNIFER HASCHE PASCAL PILOTE EXECUTIVE PRODUCER CHRIS LAVOIE

PRODUCED BY MORY LAVOIE RED KNIGHT STUDIOS DIRECTED BY CHRIS LAVOIE

L A V O I E F I L M S

ENTREPRENEUR, FINANCIER, CORPORATE RENEWAL & GOVERNANCE, SPEAKER, MENTOR

THE INC. LIFE / APRIL 2018

## THREE LESSONS ENTREPRENEURS WANT YOU TO LEARN

THE INC. LIFE

### This Docu-Series Was Created for Entrepreneurs by Entrepreneurs. Here Are 3 Lessons They Want You to Learn

Three entrepreneurs are transformed after learning the importance of these three critical lessons.



By Michael Schneider *Human capital specialist, Walltower* [@MSchneiderTwts](#)



Glenn Miller shares with entrepreneur, how to improve her revenue model in docu-series *The Movement*. CREDIT: Adam Patterson




# MENTORS CAN BE THE MISSING PIECE TO THE PUZZLE

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By Michael Schneider Human capital specialist, Welltower @MSchneiderTwts



Glenn Miller shares with entrepreneurs how to improve her revenue model in a docu-series *The Movement*. CREDITS: Adam Patterson

Starting a business is a roller coaster of emotions. There are moments of joy and certainty, and there are moments of frustration and doubt. Although the process of building a business is often glorified and idolized, the reality can be anything but.

In a new docu-series, *The Movement*, you follow entrepreneurs as they experience the ebbs and flows of launching and scaling a successful business. As they sell their ideas and compete for funding, you watch as three individuals undergo a grueling process that transforms not only their companies, but also themselves.

By the end of the show, ideas and technology aside, three things stood out as the keys to success – and they're great lessons for all entrepreneurs.

**1. Vulnerability is the greatest gesture of strength.**

The docu-series kicks off with a string of pitches. In two minutes, contestants are given an opportunity to sell their ideas and businesses to a panel of CEOs, talent leaders, investors, and strategists from across the globe.

Once the pitches were over, the feedback from the audience was different than I expected. In addition to critiquing the idea, many of the panelists made comments about the entrepreneurs' coachability – their awareness, listening skills, and adaptability. In fact, some contestants were selected based on these factors alone.

In Glyn Blaize's case (founder of Northstar Innovation Group and winner of *The Movement*), he had a great idea, but his initial pitch left many people questioning the value of his product. Rather than getting defensive, he welcomed each criticism as an opportunity to refine. He allowed himself to be put in a vulnerable position where aspects of his plan could be exposed, but rather than writing everyone off and minimizing their feedback, he used it to enhance his business.

According to a study by *Leadership IQ*, a leadership training and research firm founded by *New York Times* bestselling author Mark Murphy, 46 percent of new employees fail within 18 months because they could not accept constructive criticism and feedback from their managers. They lacked the "coachability factor."

Whether you're a new employee or an entrepreneur, this serves as an important reminder that you can't expect others to help you if you're not willing to help yourself. Opening the door to criticism is as vulnerable as it gets. But, if you're not ready to place the "business" success above your pride, then don't be surprised if it fails.

Vulnerability is not weakness. It takes courage and confidence. It's counterintuitive, but being open about your limitations could be the key to unlocking your full potential.

**2. Mentors can be the missing piece to the puzzle.**

I've been fortunate to have had mentors all throughout my career. If it wasn't for their guidance and support, I'm certain that my trajectory would be entirely different.

Unfortunately, many overlook the coaches they have access to and attempt to tackle everything on their own. I don't know if it's pride, impatience, or fear of being exposed, but a great mentor, in my experience, can save you months if not years of unnecessary struggle.

One of the major themes that came through *The Movement* was the emphasis on mentorship. The powerhouse cast consisted of executives and leaders from North America, the UK, and Asia Pacific. In total, there were hundreds of years of experience and wisdom in the room.

With their direction, each one of the three finalists made massive strides towards enhancing their business. From upgrading value propositions to the creation of revenue models, each entrepreneur solved a critical problem that was impeding the growth of their companies.

Regardless of the tasks at hand, there are others who have experience in overcoming them. Although it can be scary to open up and admit shortcomings, a mentor can help you navigate career-limiting hurdles.

**3. Success is not the end. Failure is not the end.**

The journey, building a career or business, doesn't end with success or failure. Even with success, there are problems to solve and obstacles to overcome. Instead of measuring your value by wins or losses, fall in love with the process. Then, regardless of whether or not you fail or succeed, you're still growing.

In the words of Winston Churchill, "Success is not final, failure is not fatal: it's the courage to continue that counts."

In many cases throughout the show, the entrepreneurs had to overcome stumbling blocks created by both their successes and their failures. It's all a part of the process. Regardless of whether you're currently prospering or persevering, you're still progressing – and that's all we can ever hope for.

In my opinion, there in-lies the significance behind *The Movement*. In the words of Benjamin Franklin,

"There are three sorts of people in the world: Those who are immovable, people who don't get it, or don't want to do anything about it; there are people who are movable, people who see the need for change and are prepared to listen to it; and there are people who move, people who make things happen."

This docu-series is focused on encouraging people to make things happen. To continue to move forward. And if more people feel emboldened to do so, that in itself will be a movement.


PUBLISHED ON APR 25, 2018

1. VULNERABILITY IS THE GREATEST GESTURE OF STRENGTH.

2. MENTORS CAN BE THE MISSING PIECE TO THE PUZZLE.

3. SUCCESS IS NOT THE END. FAILURE IS NOT THE END.





**GLENN MILLER,  
CONTINUES TO IMPRESS  
ME WITH HIS KNOWLEDGE,  
THOUGHTS  
& HIS FORWARD-THINKING**

*@THEMOVEMENTSERIES*

*The Movement*

– Darren Ryemill  
*Founder, Opus Recruitment Solutions*

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**GLENN MILLER,  
FROM ADVISOR TO BOSS  
THE TEAM IS MUCH STRENGTHENED**

We want to win; competition is fierce.

When you put these teams together, **skills start to show up.**

Glenn is amazing and it is very clear he is an entrepreneur, he is a business man, **he is very integral in the win for North America, so we've invited him onto the executive team.**

**Welcome to The Movement.**

– Jennifer Hasche  
*Senior Technical Recruiting Manager, UBER  
Continental Chair, The Movement*





GLENN B. MILLER

# A MAN OF BUSINESS AND PASSION

Principal and Founder of MBG Finance, Glenn B. Miller has built an impressive career as an entrepreneur. Nowadays, he also is a Mentor and Guest Lecturer at McGill University's MBA Program where he shares his business turnaround expertise with future entrepreneurs. A true art lover, he also is a patron of the arts, and owns a gallery in Montréal.

Encounter with a one of a kind businessman.

BY DIANE STEHLÉ

An accomplished businessman, Glenn B. Miller had, in the beginning, set his sights on a totally different career: playing football. Leaving the sport was a difficult decision to make, but Glenn found his niche in working during eight years for two major companies specializing in employee benefits. Thanks to his acquired expertise, he was then spotted by an American agency which entrusted him with a particular mandate: operate the first American Hospital in Moscow. Glenn thus became one of the first Canadians to work in Russia after the fall of communism.

Having heard of his talent, the Desjardins Group offered him, shortly afterwards, to become Vice President, Business Development. He was 31 at that time. He remained in this position for eight years. "This job brought me a lot, and helped me prepare for my career as an entrepreneur," commented the man whose meaningful look, charming smile, and obvious charisma rather evoke a Hollywood actor than a Businessman. Holding nothing more than a Bachelor's Degree in Education, Glenn finally hit a wall: "Without a MBA, it is very difficult to progress in this corporate environment."

Somehow, he needed new challenges. In 2002, he was approached to be the President of the Montreal Alouettes. The story attracted a lot of media attention, and made all the business people aware of his name. But Glenn had another project in mind: set up his own business. He then created Emergia Capital, an agency funding corporate reorganizations.

His business was proceeding well, and even made several acquisitions, until 2008, when the American financial crisis hit him with full force. "My bank in Chicago went bankrupt, and I lost my funding. This was one of the most important lessons I learned in my life. I realized that a business is never fully protected against a financial crisis, and one that it is closely linked to a global economy." He then came out with a new philosophy: "I decided to not do business with banks anymore." He then reorganized his MBG Finance company in 2009, which aims at helping organizations that are expanding at a very high rate or undergoing restructuring. His company is based on a private fund and offer alternative financing.

# GLENN MILLER PARACHUTE ENTREPRENEUR

By: Joey Franco



Glenn Miller at his Beaconsfield residence. Photo: Studio Zoetropia.



# THE BUSINESS MAN KNOWN AS “RENAISSANCE MAN”



Some people dream of having a second life to accomplish everything they dream of doing.

**Glenn Miller, on the other hand, uses the one life he's been given to do it all.**

The founder of MBG Finance, a businessman, mentor, entrepreneur, speaker, philanthropist, board of directors member and musician, is a true one-man band who succeeds at everything he does across an extremely wide variety of activities.

– VOL VIP Magazine



28 ÉTÉ 2019

GLENN MILLER

# L'HOMME D'AFFAIRES SURNOMMÉ « RENAISSANCE MAN »

THE BUSINESS MAN KNOWN AS RENAISSANCE MAN

PAR / BY NIMNE ESTIÉ

Certaines choses d'avaient une deuxième vie pour accomplir tout ce qu'il est en lui. Glenn Miller se concentre de celle qu'il a pour être tout ce dont il a besoin. Homme d'affaires, mentor, entrepreneur, conférencier, auteur, membre de conseils d'administration, soutien à la fondation et président de MEG Finance est un homme-orchestre qui réussit tout ce qu'il touche dans des domaines extrêmement variés. Ses amis l'appellent simplement « Renaissance Man », en référence à son énergie débordante. Rencontre avec un homme d'affaires atypique.

Some people wish of having a second life to accomplish everything they dream of doing. Glenn Miller, on the other hand, sees the one life he's been given to do it all. The founder of MEG Finance, a businessman, mentor, entrepreneur, speaker, philanthropist, board of directors member and musician, he is one one-man band who succeeds at everything he does across an extremely wide variety of activities. His friends have affectionately nick-named him Renaissance Man, in reference to his boundless energy. We met with this extraordinary business man.

Ancien footballeur, Glenn Miller a une carrière impressionnante, décrite en voix grave, calme et posée, en tant qu'ancien joueur de football professionnel et coach. Ses amis l'appellent simplement « Renaissance Man », en référence à son énergie débordante. Rencontre avec un homme d'affaires atypique.

Former football player Glenn Miller has an impressive career, and behind his deep, calm and poised voice, there is clearly the quiet strength of a man who knows the rules of the game and who has been just about everything over his long and successful career. The business man sees this quite clearly, combined with his outstanding expertise, to help others both through his company, MEG Finance, and his passion as being a mentor.

Fondée en 1971, MEG Finance se concentre en effet à aider les entrepreneurs qui sont en forte croissance ou qui ont besoin de restructuration, grâce à des prêts-études garantis par des actifs tangibles. « L'entreprise propose des services bancaires d'investissement et du financement de type peer pour toutes sortes de situations spéciales », explique-t-il. Ajoutant, MEG Finance est impliquée auprès d'une trentaine de entreprises, principalement au Québec, mais aussi en Ontario et en Alberta, du domaine technologique au secteur manufacturier, en passant par celui du cannabis. La clientèle en fait un homme assez Média, une entreprise technologique spécialisée dans le marketing numérique.

MEG Finance, founded in 1971, is specifically devoted to helping fast-growing businesses or other companies that need retooling, with the help of bridge loans guaranteed by tangible assets. "The company offers alternative and asset base financing for all type of special situations," Miller explains. Today, MEG Finance is involved with approximately thirty companies located mainly in Quebec, but also in Ontario and Alberta, in sectors ranging from technology to manufacturing to cannabis production. Their latest collaboration is with Axiel Media, a promising company specialized in digital marketing.

« JE SUIS TRÈS EFFICACE LORSQUE JE TRAVAILLE, MAIS, SURTOUT, JE PRENDS LE TEMPS DE M'AMUSER. I'M VERY EFFICIENT AT WORK, BUT I ALSO TAKE THE TIME TO ENJOY MYSELF. »

—GLENN MILLER

Finalement à ses activités de financier, Glenn Miller offre des moments de détente à ses clients privés. Entrepreneur, président d'entreprises, athlète de haut niveau, tout veut le voir pour obtenir de précieux conseils qui permettront à leur carrière d'aller plus vite. Depuis sept ans, l'homme d'affaires est également mentor et coach pour le programme de MMA de l'université McGill, un rôle qui prend tout son sens et qu'il aime avec passion. Il n'est d'ailleurs pas rare que ses élèves lui envoient des lettres de remerciement touchantes.

**UN DRAGON INVESTI**  
Il y a deux ans, Glenn Miller a été sélectionné pour participer à la deuxième saison de The Investors in England, sorte de Shark Tank de dragons britanniques avec une touche plus ludique. Chargé de superviser une équipe d'entrepreneurs, le coach prend un excellent plaisir de cette expérience : « J'ai obtenu des entrepreneurs incroyables de partout à travers le monde, en plus de pouvoir d'une belle manière. La série est maintenant disponible sur Amazon Prime. »

Comme il n'est pas seulement un homme d'affaires mais à de nombreux conseils d'administration, comme celui de HBCO Canada, leader mondial dans la conception de schéma pour entrepreneurs. Néanmoins, l'ancien footballeur a aussi été président comme le président fondateur des Alouettes de Montréal. « Peut-être, le principal problème était de prouver que, pour le moment, « cette proposition n'est pas d'acheter l'équipe, mais plutôt de la redresser pour la mettre en route à la fin de cette saison 2019 et, ensuite, de trouver le bon groupe d'entraîneurs local. »

**UNAT, LA MUSIQUE... ET LE RESTE**  
Bien que Glenn Miller ait travaillé de multiples transactions sur le câble, des entrepreneurs ou des étudiants et des entrepreneurs à plein temps, il vit maintenant à pied sur pentes, plutôt, ses autres passions, ses activités professionnelles restent souvent d'activités personnelles. Ainsi, même des activités de méditation, il aime la musique de sa femme Linda, et aime surtout être l'élève-élève est tout à fait, mais dans les années où les choses ont changé dans la galerie la plus renommée de Vancouver, L'Artiste Fine Art. De plus, nous avons fait un partenariat avec Sync Productions, qui va permettre à l'équipe de réaliser des performances en direct lors d'événements commerciaux. De mon côté, je vais être à l'état de coach pour cette entreprise.

Along with his financial activities, Glenn Miller offers mentorship systems to a private clientele such as entrepreneurs, CEOs and high-profile athletes that all come to him for valuable advice in order to advance or transition in their careers. For the past seven years, the business man has also been a mentor and guest speaker for McGill University's MMA program, a role he takes very seriously and does with great passion. It is not uncommon for him to receive touching thank-you letters from his students.

**A DRAGON'S INVESTMENT**  
Two years ago, Glenn Miller was selected to participate in the documentary show The Investors in England, a type of British Dragon Den, with a more playful tone. He has excellent memories of his experience as the lead mentor for the north american team of entrepreneurs. "I met incredible entrepreneurs from all over the world, in addition to gaining some excellent exposure. The series is now available on Amazon Prime."

As though that weren't enough, the business man sits on several boards of directors including that of HBCO Canada, a world leader in designing event stages. Recently, the former athlete was also considered as a potential acquire for the Montreal Alouettes. The interested party wishes to clarify however, that for the moment, the offer "is not to buy the team, but rather to restructure it in order to sell it at the end of the 2019 season, and especially to find the right group of local buyers."

**ART, MUSIC, AND EVERYTHING ELSE!**  
Although Glenn Miller has always several transactions on the go, entrepreneur and student to coach and business to manage, he is constantly living out his passions, since his professional activities often stem from his personal interests. This long-standing passion of the arts manages the career of his wife Linda's, a renowned artist whose workshop-gallery is located in Montreal and where her artwork is sold across four continents. "Linda's paintings are now available at L'Artiste Fine Art Gallery, Vancouver's most prestigious gallery. We have also set up a partnership with Sync Productions, which will promote Linda's live performance during corporate events. For my part, I will act as a guest speaker for this production company."



From Left: Richard Deshaie, Noah Corbett, Bob Ross, Glenn Miller, Elise Giroux et Normand Leclerc.

Depuis toujours, la musique a joué un grand rôle dans la vie de Glenn Miller. Et comme il ne joue jamais les choses à moitié, ce passionné a également fait partie d'Alouettes (HBCO), un groupe de musiciens professionnels. Dans la vie, l'entrepreneur est aussi père de trois grands enfants. Quand, au fil de la conversation, on lui demande comment il réussit à combiner ces activités dans sa vie, il répond simplement : « Je suis très efficace lorsque je travaille, mais, surtout, je prends le temps de m'amuser et je n'ai pas besoin de trois maisons. Mon travail est d'autre de temps pour profiter de ceux que j'aime, de ma femme et de mes enfants, car c'est dans ces moments que je suis moi-même. » Your career occupies. « Renaissance Man » a LIFE companion, mais il a un cœur et il est à la bonne place.

Music has always played an important part in Glenn Miller's life. And since he never does things halfway, this experienced professional is also a member of professional music groups, the Bob Dylan Band, playing at Montreal's House of Jazz and The Atomic Glenn. The entrepreneur is also a father of three grown children. When we asked him how he manages to fit everything into his busy schedule, Miller simply answered, "I'm very efficient at work, but I also take the time to enjoy myself, and I don't need three homes. Myself belongings are not important to me. What's important is being there to enjoy life with the ones I love - my wife and my children - because that's where I get my energy." Though his Renaissance Man may have one thousand and one activities on the go, his heart is always in the right place.

INTERVIEW  
#GLENN MILLER

# GLENN MILLER

## THE MAN BEHIND THE SCENES

Mr. Dupont is fifty years old. Having worked for over twenty years as an employee at a large accounting firm, motivation has waned. He fosters another dream; the dream of becoming an entrepreneur. But is it really worth it, leaving his stable job and financial security to embark upon the unknown? His business concept is solid... but how will he develop it?

BY CASSANDRA POIRIER



54 HIVER 2017

**A**lexandra is a top-notch athlete. She is recognized beyond her athletic discipline and has garnered well-earned recognition amongst Quebecers. She has even launched her own brand in the sports industry, but business is not going well. How can she reposition her business and put an end to the financial catastrophe?

The names and circumstances outlined above may be fictitious, yet they represent real-life situations. Glenn Miller has faced a number of these scenarios throughout his career. In what capacity? First of all, as a business owner and later in his career, as mentor and professional business coach.

"As a businessman first and foremost, I would not call myself a professional mentor. That being said, mentoring and coaching are roles to which I am dedicating more and more time in my life, as I have witnessed a great need over the years," explains the businessman and Founder and President of MBG Finance, among others. In the Montreal business community, his name and reputation are well established. A glance at his biography and press kit offers evidence of an impressive and diverse professional career.

He established himself in the industry as vice-president of business development for the financial holding company of a Canadian bank for eight years. After this formative experience, this charismatic man launched his own consultancy specializing in financial restructuring, where he raised more than \$75 million in capital for his own businesses and his clients. Senior executive, entrepreneur, consultant, financier, patron, coach, and mentor, Glenn Miller now wears multiple hats, but his favorite by far is that of mentor.

Having led corporate turnarounds for twenty years, Glenn Miller has witnessed several corporate and human tragedies. These situations are difficult to live through, despite his experience. "When we restructure companies, we make proposals, we refinance, we close factories, we dismiss employees, we address debt... It is an extremely difficult profession. My career as financier and entrepreneur made me realize that if I put all my knowledge into practice as a coach and mentor, I would be able to accomplish a lot by way of prevention. Engaging with entrepreneurs early on, I help mitigate difficult circumstances and leverage opportunities for growth so that they can reach their full potential. I believe this is a much more important role."

As a lecturer and mentor for McGill University's MBA program for the past six years, he has received visibility as a mentor and business coach, facilitating the development of private clientele. His work is recognized in the field and promoted through word of mouth. Businessmen, executives, entrepreneurs, professional athletes, public figures, and television people of all ages reach out to him. The common rule amongst them is that identities are not disclosed. Confidentiality and mutual trust are the foundation for a productive mentor relationship.

#### **A MUTUALLY INSPIRING RELATIONSHIP**

"A mentor must inspire, assist and be very honest: sometimes I have to communicate things that people do not want to hear. I have clients who are willing to mortgage their home and risk everything for a project whose chances of success are slim. The role of a mentor is to rise above the noise and impart his or her knowledge. It is a role that comes with a lot of responsibility, and I do not take it lightly," Glenn confides with passion.

This passion is evident when he talks about mentorship, a relationship he wholeheartedly believes in. "There are a lot of entrepreneurs who can benefit from a mentor, but sometimes it is difficult to initiate. It takes humility, as many people have reached a point in their career where they need guidance, yet immerse themselves within their industry and become isolated. A mentor offers an external perspective and challenges business decisions to help them reach new heights. I would go so far as to say that entrepreneurs have a much greater need for mentorship than a *Dragon's Den* style program, to which many people aspire."

Be it financial difficulty; career reorientation; business acquisitions; new ventures; debt, or facing bankruptcy, there are countless opportunities to leverage the knowledge of a mentor. Whatever the circumstances, establishing objectives is a priority. Over the course of three to ten sessions, the mentor poses questions to ascertain the context, the needs, what is going well, and where there is room for improvement. A one-year business plan may be developed. One element is a given; a relationship of trust is established.

"One of the things that surprised me the most about mentoring is that business problems are often correlated to personal problems. Clients have gone through a divorce, face heavy financial pressure, live a lavish lifestyle beyond their means, or have a lack of experience. These problems have spilled over into their professional lives, resulting in bad decisions. So for me, mentorship and coaching also involve the personal lives of my clients. These are not easy conversations, but they are essential."

Glenn Miller is instrumental behind the scenes; he counsels and comforts. Helping people achieve their full potential is what makes this businessman thrive, where nothing is more rewarding than seeing a company flourish after their encounters. A simple SMS from a small business owner that states 'I feel good. I am motivated and look forward to the next session!' is transformative. "It inspires me!" he explains.

Let us open our minds, venture beyond our surroundings, seek advice, and welcome a new perspective, because alone we go faster... and with a mentor, we go further!! "People are often comfortable when they remain within their industry, yet they are not happy with their work. I encourage mentorship to broaden horizons, push beyond the confines of one's past, and seek inspiration in the world around them." So, who will be your mentor ?

# GLENN B. MILLER'S HAPPY DOUBLE LIFE



This could be a nice novel or movie title, but this is in fact the reality of a financier and patron giving equal importance to finance as to an artist who is anything but ordinary!

The man has the stature, looks, and outgoing personality of a movie star. Projecting a devastating smile, he is the perfect incarnation of someone living life to the fullest. His cell phone keeps ringing non-stop, as people are looking for him to fund businesses of all types, for various reasons. Glenn B. Miller is president and founder of [MBG Finance](#). He previously spent eight years as Vice President, Business Development in a Financial Holding of a large Canadian bank.

We loved him, and he also enjoyed working with us, but he was seeking bigger challenges told bank executives. "In 2002, I funded Emergia Capital, a firm specializing in corporate renewal and distressed debt. Seven years later, the corporate name became what it currently is. "He built himself a multi-million dollar portfolio he manages with the flair of someone having the talent for finding great opportunities. Where banks are more cautious, he just goes for it. "You have to take risk ,and not to be scared. Prior to take action, I conduct in-depth analysis of the company's history, and of its economic recovery plan or any other projects to be funded."

[MBG Finance](#) operates as a asset base bridge fund to assist business owners, CEO's and shareholders of companies in the areas of financial and operational reorganization, asset disposition, governance, and mergers & acquisitions. His expertise has reached such a high level of respectability that he now is in his third year as a Mentor and Guest Lecturer at McGill University's MBA Program.

– Daniel Rolland, LaMetropole.com





# WEEKEND LIFE

EDITOR: EVANGELINE SADLER | 514 987 2560 | esadler@montrealgazette.com

## Wine

A REVISED definition of icewine could complicate things for Quebec producers. PAGE H4

## Food

SOPHISTICATED, simple and superb: Little Italy's Hostaria is the real thing. Lesley Chesterman writes. PAGE H5

# What's an art

# gallery to do?



MARIE-FRANCE COALLIER THE GAZETTE



DAVE SIDWAY THE GAZETTE

**Top:** The Galerie Lisabel, open by appointment only, is a showcase for the work of Lisabel Filiatrault. She is represented by her partner, Glenn Miller. **Above:** Allan Diamond at the Montreal Art Centre, which has space for studios, galleries and a retail store. The centre also offers art courses and tours of the studios.

How some of Montreal's newest gallery owners are getting more creative in their quest to sell the works of the city's many artists, educate the public and – not least of all – support themselves in lean times

JOHN POHL  
GAZETTE VISUAL ARTS CRITIC

**I**t is a belief widely shared in Montreal's art community that this is not a good place for selling art. Yes, it's a good city for artists to live and make art, the thinking goes, with rents low compared with Toronto – which is where the art buyers are said to be, and where many Montreal gallery owners go each fall, to the Toronto International Art Fair, to show off the artists they represent.

But selling art in this city? It's a challenge. And, yet, new galleries continue to throw open their doors, ever optimistic.

Five such galleries are emblematic of a new wave of art sellers determined to attract buyers in different ways.

How?  
Some are setting up in the suburbs, away from the traditional downtown stomping grounds of the artistic set.

■ They're redefining what a gallery looks like: Who says it can't look like a hip loft condo, with sofas for lounging and pondering, the better to imagine the canvases in your own home?

■ They are livening up the art environment by combining gallery space with artists' ateliers so potential buyers can walk through and meet the artists, see how they work, put a face to the paintings.

■ They are offering art classes under the same roof that houses the galleries and studios.

■ They're getting people into galleries who wouldn't otherwise be there by inviting charities to use the space for fundraising events, and if someone decides to buy a painting, wonderful: a cut of the commission goes to the charity. Win-win.

■ They're selling other items, not just paintings and sculptures.

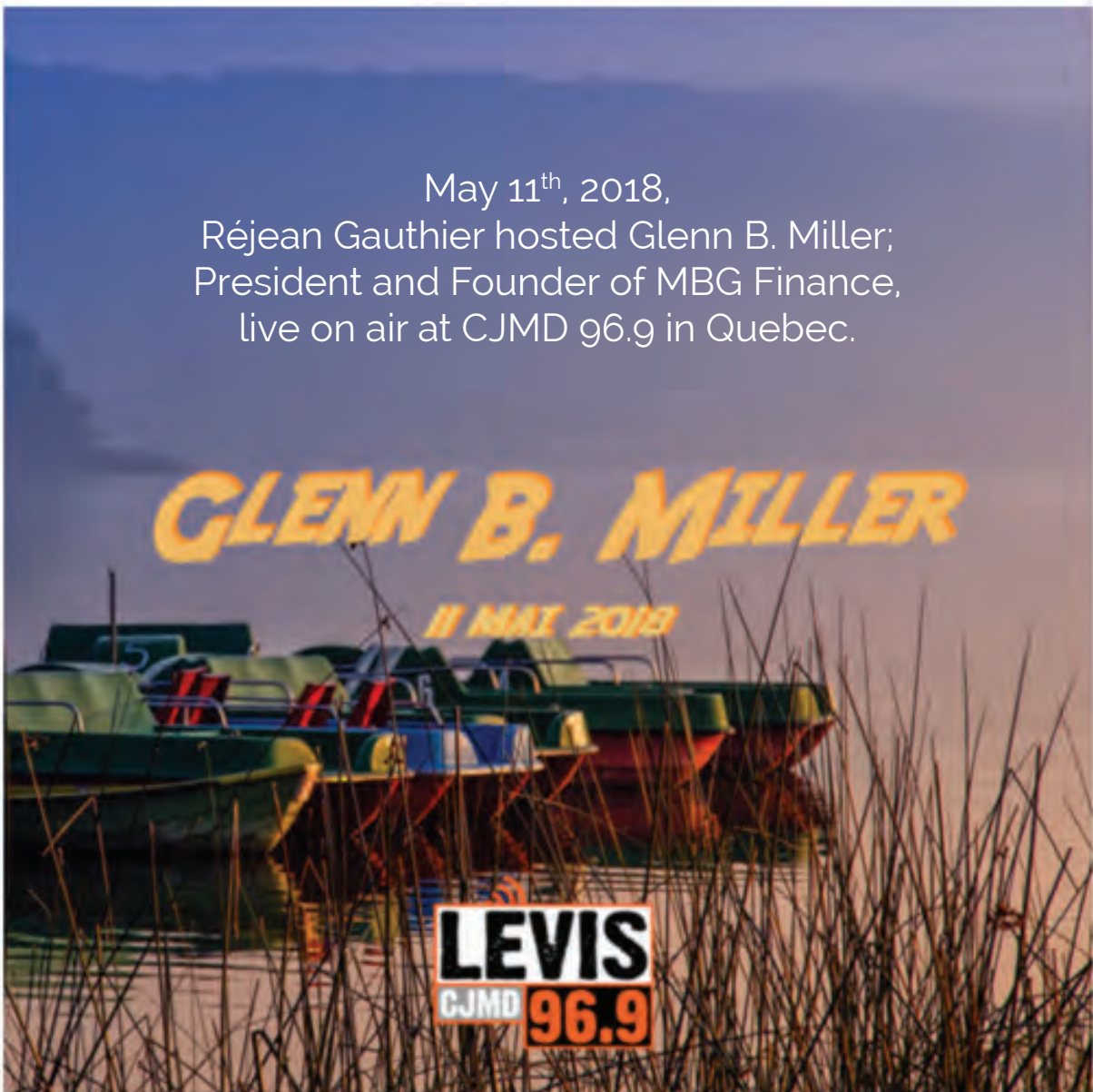
In short: they're branching out.

Please see GALLERIES, Page H2

# « DANS LA JUNGLE DES AFFAIRES »

A radio program produced by entrepreneurs, for entrepreneurs.

May 11<sup>th</sup>, 2018,  
Réjean Gauthier hosted Glenn B. Miller;  
President and Founder of MBG Finance,  
live on air at CJMD 96.9 in Quebec.



“

ART HAS BEEN CHANGING HANDS FOR CENTURIES, SO THERE IS AN ACCEPTED MODEL FOR THESE TRANSACTIONS,” MILLER EXPLAINS.

“I WANTED TO INFUSE THAT PROCESS WITH SOMETHING NEW.”

– Glenn Miller



# ENTREPRENEURIAL THINKING

...As he [Glenn Miller] saw her [Lisabel] grow into herself as an artist, he took on the role of her manager. His years of working on complex investments in a variety of fields made him a natural fit and resulted in a new and edgy approach to marketing art. "Art has been changing hands for centuries, so there is an accepted model for these transactions," Miller explains. "I wanted to infuse that process with something new."

Something new indeed. **Just imagine Lisabel's canvasses—which already push the boundaries of art—combined with Miller's entrepreneurial thinking.** Where did that take them?

To Lamborghini Canada and piano maker Steinway & Sons for starters. **Lisabel painted three images on a Lamborghini Gallardo, which was unveiled at the 2014 Toronto Auto Show and commanded the modest price tag of \$300,000. For Steinway, she painted the interior of a baby grand piano,** adorning it with the inspirational image of a butterfly wing—showing that different kinds of art can be combined, and that art can be anywhere. "We are great lovers of music," claims Miller (whose name recalls the big band musician from the 1930s and 40s) "so why not bring it all together?"

**Miller and Lisabel have also collaborated with the InterContinental Hotel** in Montreal and Toronto. Each hotel has a "Lisabel" suite on offer, where guests can bask in rooms that evoke the artist's unique creative genius. "It's another way to get art out there," says Miller. "They don't have to buy it—but they'll remember it and they'll talk about it. That's what we want."

And it doesn't stop there. There are other ways to bask in the art without taking it home. **Galerie Lisabel is an original approach to a studio environment—but it's available for rent for gatherings of all kinds, such as weddings, parties, and meetings.** Over two levels, this atmospheric warehouse decked out in all things Lisabel is home to a full kitchen, open-air offices and lounges—all spaces where inspired communication is the goal. "That communication can be in the form of celebration," says Lisabel. "I want people to feel my art on their most memorable and momentous occasions—let it go and get something in them. Something that they'll remember forever."



“

# GLENN MILLER IS THE VISIONARY



## LISABEL FILIATRAULT

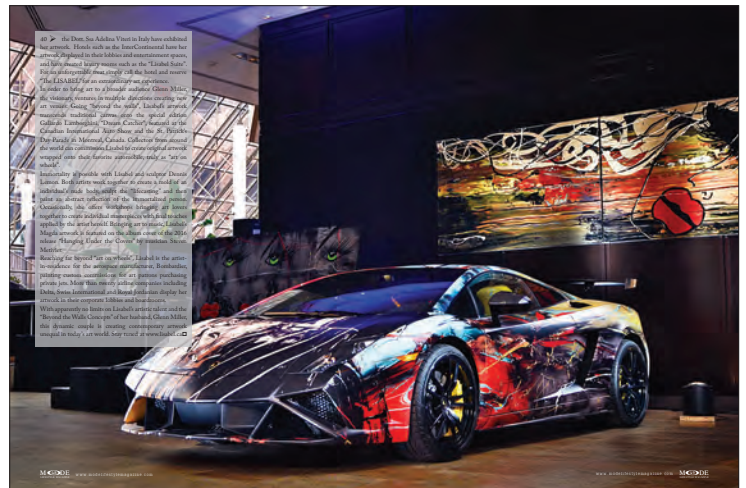
### WHERE BEAUTY AND ART COME TOGETHER

Story: Tony Clark  
 Photos: Mark Cook  
 Design: MICHAEL BISHOP  
 Hair: Stephanie Taylor  
 Makeup: Tanya Clark  
 Location: The Art Institute of Chicago

*Evocative, sensual, intense, opulent and distinctive! These are words that truly describe both this artist and her artwork*

Lisabel Filiatrault (LISABEL) was born in Quebec, Canada and as a younger married drawing and her passion for artwork grew slowly while working in the commercial composite materials industry. The self-taught artist spent several years developing proprietary polymer matrices to accompany her unique artistic technique for her abstract and semi-figurative paintings that embody the strength and sensuality of the female form. The luxurious artwork is colorful, textured and vibrant with unique and sophisticated style. Her work has been featured in Model Lifestyle Magazine. Lisabel shared, "I want people to FEEL MY ART as it speaks something to them, something they will remember forever. Art opens minds and hearts." When viewing the artwork people feel unleashed emotions and surreal freedom of expression.  
 Over the years of thousands of truly gifted artists, only a relatively small proportion become significantly successful with their artistic talent, recognition in the art world and monetary gain. Lisabel is an artist, entrepreneur and her husband, Glenn Miller, is the visionary "steering the art industry with innovative business models that craft sensory experiences". Recognition of Lisabel artwork gained for beyond the past three 1500 paintings in collections around the world. Exhibitions including the Museo Nacional d'Art Moderno e Contemporani in Mexico, Corcoran Museum in Romania and >





# DISRUPTING THE ART INDUSTRY WITH INNOVATIVE BUSINESS MODELS THAT CRAFT SENSORY EXPERIENCES.



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# STRATEGIC LIFE PLAN

People tend to get lost in this multi-communication world today, so I try to bring it back to basics. When I'm sitting in front of a CEO, who's typically very isolated in their business, they find it very refreshing to speak about a strategic life plan. People are often very surprised how they've drifted away from the fundamentals that make them happy. At the end of the day, what drives people and companies forward – it's people.

– Glenn Miller

The screenshot shows the C-Suite Network website. The navigation bar includes 'C-SUITE NETWORK™', 'COUNCILS', 'EXPERTS', 'BOOK CLUB', 'PODCASTS', 'TV SHOWS', and 'HOST LOGIN'. The main content area features a promotional image for 'ART OF ATTRACTION with THE DOMINEY DREW' with the tagline 'LET'S GET INTIMATE.' Below this is the heading 'Guest Glenn Miller'. A video player is embedded, showing a thumbnail of Glenn Miller and the title 'The Art of Success - Guest Glenn Miller'. The player includes a play button, a progress bar, a timestamp of '00:00:00', and options to 'SHARE', 'SUBSCRIBE', 'COOKIE POLICY', and 'DESCRIPTION'. The Megaphone logo is visible in the bottom right corner of the player.

What does success mean to you? Success can take many different forms depending on who you ask. On this episode of AoA Dominey speaks with guest Glenn Miller, who, among many things is President and Founder of MBG Finance, entrepreneur, mentor, lecturer, and husband of over twenty years. Today he allows us a glimpse into his wildly successful life.

# GLENN MILLER INDUCTED TO THE McGILL SPORTS HALL OF FAME

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Glenn Miller

Football | 6/17/2020 12:02:00 AM | Earl Zukerman

## McGILL SPORTS HALL OF FAME PROFILE: Glenn Miller

“ A 6-foot-2, 205-pound inside receiver and place-kicker, **he earned the rare distinction of all-star status at both positions in 1984. That year, Miller set a single-season McGill record with 45 receptions, which lasted for 33 years** until surpassed by both Charles-Antoine Sinotte (72) and Erik Galas (54) in 2007.

**By the time that his university playing career was finished, Miller had become the nation's all-time leading receiver,** racking up 2,011 yards, while hauling in 154 receptions and 12 touchdowns in 35 career regular season contests.

# McGILL SPORTS HALL OF FAME PROFILE:

## Glenn Miller

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MONTREAL – Each Wednesday for a six-week period from May 20 to June 24, one of the 2020 inductees to the McGill Sports Hall of Fame will be profiled. In our fifth installment, meet football player **Glenn Miller** of Beaconsfield, Que.

Born in Montréal on March 8, 1963, Miller was raised in Laval, Que., and was educated at École J.-Jean-Joubert elementary school, before graduating from Laval Catholic high school and Vanier College. He played five seasons at McGill, and completed his bachelor's degree in 1986, majoring in education with a minor in psychology, followed by a marketing certificate in 1987.

A 6-foot-2, 205-pound inside receiver and place-kicker, he earned the rare distinction of all-star status at both positions in 1984. That year, Miller set a single-season McGill record with 45 receptions, which lasted for 33 years until surpassed by both **Charles-Antoine Sinotte** (72) and **Erik Galas** (54) in 2007.

By the time that his university playing career was finished, Miller had become the nation's all-time leading receiver, racking up 2,011 yards, while hauling in 154 receptions and 12 touchdowns in 35 career regular season contests.

The 2,011 yards established McGill, OQIFC and CIAU records that stood until broken by **Jock Climie** of Queen's in 1989. Miller currently stands 11th among Quebec conference all-time leaders and ranks third in the McGill record book, behind **Charles-Antoine Sinotte** (2,935) and **Erik Galas** (2,522).

The 154 catches by Miller stood as a league record for a dozen years until 1998 when Ottawa's **Chris Evraire** collected 185 over his career. Miller now ranks seventh in the Quebec league and third in the McGill's alltime leaders, behind Sinotte (251) and Galas (194).

Miller's dozen receiving TDs tied a school record set by **Rick Biewald** a decade earlier, a standard that stood until surpassed in 2007 by the aforementioned Galas, who ended up with 19 receiving majors in five seasons.

Miller had the unique feat of being the only barefoot kicker in the Ontario-Quebec Intercollegiate Football Conference and the league subsequently implemented a rule that kickers were required to wear footwear. He skirted the rule by becoming the first player to kick with a ballet slipper.

In 1986, Miller set school and league single-game kicking records with six field-goals in a 32-16 victory over Carleton at Percival Molson Stadium. He connected from distances of 20, 21, 44, 32, 15 and 15 yards, respectively. The McGill mark still stands but the league mark was surpassed in an overtime game. He kicked 15 field-goals that year to establish another single-season McGill record, since broken.

A fifth-round selection (44th overall) by Hamilton in the 1985 Canadian Football League draft, Miller ended up returning to McGill for a fifth season before playing pro for Ottawa the following summer in the Empire State Football League. In 1987, he declined an offer from the CFL's Ottawa Rough Riders to accept a position with Prudential of America, a life insurance company.

"It was tough decision for me to walk away from a sport I loved and worked so hard at but I was too ambitious. Chasing my CFL dream was worthwhile but I felt the league was fragile and that weighed heavily in turning down a contract from Ottawa," said Miller. "Looking back on my life and how I succeeded as a businessman, I think it was a good decision."

Nowadays, the seasoned entrepreneur currently serves as president of his own company, MBG Finance, an established financial lending and advisory firm with specialties in asset-based lending, investment banking and advisory services. He also partnered with his wife Lisabel, to open an art gallery studio in Montreal.

Other new laureates joining Miller in the 2020 McGill induction class include hockey All-Canadians **Vanessa Davidson** of Kirkland, Que., and **Bryan Larkin** of Saskatoon, Sask., plus soccer All-Canadian **Odile Desbois**, basketball All-Canadian **Nasko Golomeev** of Sofia, Bulgaria and **Mike Richards**, a former hockey player from Estevan, Sask., who was inducted in the builder category.

The hallowed Hall now has 157 honoured members, 27 of them Olympians, since the pantheon was initiated in 1996. The 25th annual induction luncheon was expected to kick-off the University's 2020 Homecoming Week celebrations in late September but the coronavirus pandemic has resulted in a probable postponement for a date to be announced later. Profiles for all previous inductees to the McGill Sports Hall of Fame are also available online at: [www.mcgillathletics.ca/hof.aspx](http://www.mcgillathletics.ca/hof.aspx)

SOURCE:

**Earl Zukerman**

Communications Officer

Athletics & Recreation

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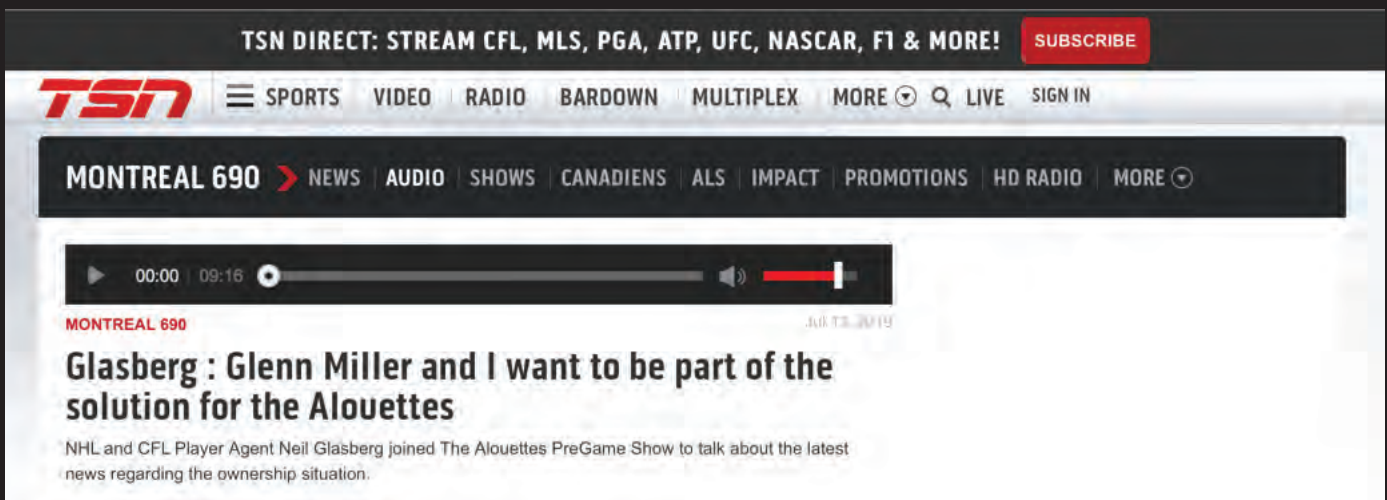
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“

# GLENN MILLER AND I WANT TO BE PART OF THE SOLUTION FOR THE ALOUETTES



PLAY ▶

Glenn and I have known each other for 40 years; we've done business together. We've both been very successful in our business and corporate careers. **And we are two guys who are incredibly passionate, as I've said before, about rebuilding this franchise.**

**We would be thrilled to have an opportunity to work with the league to 'right the ship' so to speak;** to get this thing back on track, to get the right names in the boxes and the right people in the boxes, and just renew and re-energize the franchise.

- Neil Glasberg, NHL and CFL Player Agent

< FOOTBALL

## Glenn Miller, potential purchaser of the Alouettes

Published Sunday June 2, 2019



Glenn B. Miller Photo: LaMetropole.com

Michel Chabot  

**There could be a new player in the race to acquire the Montreal Alouettes; Montreal businessman Glenn B. Miller.**

According to a source close to the file, Mr. Miller would now be a serious candidate for consideration by the Canadian Football League (CFL), which currently owns the team.

He is the president and founder of MBG Finance, a company that specializes in the restructuring of companies facing difficulties.

Reached by phone, he did not deny his interest, even though, he states, the CFL has not yet contacted him.

*"If the commissioner calls me, I would be interested in discussing it. I'm 56 years old; I'm still young enough to do crazy things."*

– Glenn B. Miller

Previously Vice President of Business Development at Desjardins Group, Glenn B. Miller was approached to become President of the Alouettes in 2002, then in 2011.

"I was ready to work without pay, but I wanted to become a shareholder of the team. I think it's important that there is a local figure at the helm of the team."

A former football player himself, Glenn Miller was halfback and kicker for the McGill University team. He was drafted in 1985 by the Hamilton Tiger-Cats, but did not play in the CFL.

Vincenzo Guzzo, who put his bid on hold last week, has had no further discussions with the league.

As for Clifford Starke, he is no longer a candidate. According to Tony Marinaro of TSN Radio, the CFL has informed Éric Lapointe that his group is no longer being considered as a potential purchaser of the Alouettes.

## DES PARTENARIATS ORIGINAUX

Déjà bien présentes au Canada, aux États-Unis et en Europe, les toiles de Lisabel sont désormais offertes à Dubaï et à Hong Kong. « La Chine dispose du troisième plus gros marché pour les œuvres d'art. Il fallait que Lisabel y soit représentée », explique M. Miller. Outre cette conquête des marchés internationaux, Glenn Miller a su associer la Galerie Lisabel à d'autres marques de prestige pour créer des événements uniques.

Au printemps dernier, un partenariat a été conclu avec Lamborghini Canada. Tout comme Andy Warhol l'avait fait en 1975 avec une BMW, Lisabel a transformé la Lamborghini Gallardo en une œuvre d'art exceptionnelle, l'enveloppant de trois de ses tableaux. Offerte pour la rondelette somme de 300 000 \$, la légendaire voiture de course a été dévoilée au dernier Salon de l'auto de Toronto.

L'artiste a également peint à l'intérieur d'un piano Steinway. Le résultat, évoquant la splendeur élégante d'une aile de papillon, est époustouflant. « Lisabel et moi adorons la musique et nous ne voulions pas dénaturer l'objet même que constitue un piano. J'ai donc suggéré que la peinture soit à l'intérieur du couvercle pour que l'instrument de musique conserve toute son identité », commente M. Miller.

Sa collaboration avec les hôtels InterContinental a également été poursuivie. Après l'hôtel InterContinental Montréal, qui possède déjà une suite Lisabel, c'est au tour de l'hôtel InterContinental Toronto de se laisser

séduire. « La suite de Toronto comporte des œuvres originales qui donnent une ambiance singulière au lieu et dont les visiteurs peuvent profiter durant leur séjour », relate M. Miller.

## UN PARCOURS SINGULIER

Aujourd'hui artiste de renommée internationale, Lisabel s'est rapidement fait une place dans un univers pourtant difficile, d'autant plus qu'il y a encore dix ans personne n'aurait pu prédire ce succès. Et pour cause, Lisabel exerçait un tout autre métier. Occupant un poste important dans l'industrie des matériaux composites, elle peignait à temps perdu, malgré une passion omniprésente depuis son enfance. Ce n'est qu'en 2007 que, victime d'un grave accident de patins à roues alignées, Lisabel perd son emploi et décide de poursuivre son rêve en devenant une artiste à temps plein.

Elle remporte la même année le 1<sup>er</sup> Grand Prix en technique distincte du 24<sup>e</sup> Concours-gala international des Arts visuels Son et Lumière organisé par le Cercle des Artistes Peintres et Sculpteurs du Québec. Tout s'enchaîne alors.

Tableaux abstraits, mais aussi visages de femmes, corps d'animaux et silhouettes humaines, ses peintures séduisent par la richesse et la dynamique de leurs couleurs. De sa carrière antérieure, Lisabel a conservé un grand intérêt pour l'expérimentation des produits chimiques. Fabriquant ses propres couleurs à l'aide d'une base de polyester et de pigments et travaillant à la spatule, l'artiste a développé ses propres techniques. C'est d'ailleurs ce qui

donne à ses œuvres un fini texturé particulièrement reconnaissable.

Récemment, mue par la volonté d'explorer une nouvelle forme d'art, Lisabel a conçu des tableaux dotés d'un éclairage à DEL intégré. Changeant de couleur régulièrement, les toiles semblent en mouvement et nous transportent dans une autre dimension. L'artiste a poussé le concept jusqu'à peindre d'immenses plafonds éclairés dans sa magnifique galerie-atelier. « Nous souhaitons proposer aux clients le même type d'installation. Comme d'habitude, ils profiteront d'un service sur mesure et bénéficieront d'une œuvre d'art unique », ajoute M. Miller. La Galerie Lisabel : un espace très privé

Dotée d'une superficie de 4 000 pieds carrés, la Galerie Lisabel est un immense loft ultracontemporain situé dans le dynamique quartier de Griffintown. Aménagé comme un appartement, l'espace permet de mettre en contexte chaque œuvre. Les visiteurs peuvent ainsi imaginer sans peine les tableaux dans leur propre résidence. Ouverte sur rendez-vous seulement, la galerie peut également être louée pour des événements d'affaires ou des réceptions. Elle accueille d'ailleurs régulièrement des tournages d'émissions de télévision.

En juin, journalistes et collectionneurs ont pu découvrir les dernières œuvres de Lisabel. Heureusement, un événement plus grand public est prévu exceptionnellement pour l'automne. Ce sera l'occasion d'admirer des œuvres dont la beauté universelle touchera tout un chacun.



Pour plus d'informations

Glenn Miller  
Tél. : 514 699-7108  
glenn@lisabel.ca  
www.lisabel.ca

Le piano Steinway peint par Lisabel  
est à vendre dans la boutique des Pianos Bolduc :  
www.pianosbolduc.com

LUXE | 41





# The magic and mishaps of mentoring

It's an imprecise art, but a good adviser can turn crude business ideas into entrepreneurial gold, says **Helena Pozniak**

Meeting his mentor was the best decision MBA student Samuel Otigba ever made. A student on Salford Business School's MBA, he's founded his own business *Gruvve* based on a social app, and needed all the help he could get. "In six months I've achieved what has taken a lot of people one year," he says. He speaks to his Manchester based mentor, Jamil Khalil once a month. "He made my journey easier by eliminating those myths every founder has regarding kickstarting a tech company."

It's easier to define mentoring by what it isn't. It's not friendship, though the chemistry has to be right; it's not one-way traffic and it's not really a working relationship. But most MBA students value a mentor; either as a way to learn the ropes in a sector, a short cut to experience, or a profound assessment of goals and how to get there.

"My mentor's a very busy man but makes times in his schedule to meet when I need advice," says Otigba. And the advice he received was crucial. "He said I should 'sell the dream' to anyone I met - that's the only way the idea could evolve and that I could scout talent." Khalil also



Students like Oliver Proudlock can reap huge rewards from being mentored

advised Otigba on intellectual property, and his mentee took time to build the app into as sophisticated a product as possible. "It's key to have a viable product before pitching to investors."

Many schools organise their own mentoring programmes, matching students with local business figures. Warwick Business School began its award-winning scheme in 2010 and this year took on its 500th mentee. Warwick's mentors are former stu-

dents, often MBA graduates, and typically will mentor a student in his or her final year. And at the University of Derby Business School, students can now find a mentor from among the ranks of the Chartered Management Institute. In Paris, HEC offer an acclaimed programme; part mentoring, part coaching which assembles 12 MBA students and nurtures them through the course.

When British student Oliver Proudlock took an MBA at McGill

University in Canada, he wanted to expand the mountain sport business he'd founded in Montreal, and decided he needed a local to show him the way. Desautels Faculty of Management at McGill matched him with an ex-professional footballer, who'd moved to Russia after the fall of the Berlin Wall but who'd lost everything in the financial crisis - and had managed to rebuild his business. "An entrepreneur and investor - he was my perfect match," says Proudlock. "As soon as I heard his story I knew he was the right guy - someone who conducts his business on a personal level with gut instinct." They've been meeting for some 10 months, and Proudlock says their relationship works because they both get something out of it. His mentor, Glenn Miller, has been involved with Desautels' MBA programme for four years, and recognised what newcomer Proudlock needed most was a foot in the door with business networks and venture capitalists. "I liked him as an individual, his background and his courage to embark on this. Having been in the real estate business, we had a connection. I enjoy spending time with him and sharing my experience. I also like the exchange in energy - even at 52 years old I still feel Oliver's age."

Miller declares himself a firm believer in mentoring. "I encourage MBA students to continue some type of mentoring relationship even if they jump into large corporations."

If you haven't experienced mentoring before, it helps to know how to make the relationship work. But the impetus for running the relationship should come from the mentee, says Hari Mann, MBA director at Ashridge Business School. "Nothing is more annoying for a mentor than a mentee who doesn't have clear direction. Know what you want from your mentor and make sure you've done your research."

Sometimes relationships turn sour, or fizzle out. Knowing when to call time is critical, says Penny deValk, managing director of Penna Talent Practice. Setting rules will help. It should never be so informal that the mentee sees it as an opportunity for a whinge. Sometimes personalities clash, other times the relationship loses momentum - so participants need to think about how and when to wind down. "A defined cut off point can help," says deValk. "Not only does this prevent unsuccessful relationships from dragging on, but it helps focus those that are working into delivering something tangible with a deadline in mind."





April 15, 2019

Dear Sir/Madame,

On behalf of the Soutar Career Centre at the Desautels Faculty of Management, I would like to recognize the outstanding contribution that Glenn Miller has made to our MBA program through his involvement in the Mentoring Program. Since he joined in 2013, Glenn has actively participated in countless mentoring activities where he generously shared his knowledge and insights with current students in the program. His hands-on approach, extensive network and years of business experience are all assets that have been fully leveraged by his mentees. Here are two testimonials from recent mentees which exemplify the contributions that he has made:

*“I was an MBA graduate at McGill during the 14/15 and 15/16 academic years. As a foreign student, I was new to Montreal and looking to develop ties with local professionals in the field of finance.*

*I was paired with Glenn Miller as part of the mentorship program, a key part of the experiential component of the MBA. We interacted regularly and I quickly came to trust and respect Glenn. He opened up his network, invited me to events that were relevant to my professional ambitions and helped me understand the local landscape. His support was an important springboard into my professional career in Montreal post-graduation.*

*Our relationship has continued to this day both through professional collaboration and personal acquaintance. Glenn is well connected, has vast experience in both finance and entrepreneurship and has always made time for me.”*

- Oliver Proudlock (MBA 2015) Associé Principal, Montérégie, Centre du Québec & Estrie at Roynat Capital

*I graduated from the McGill MBA in 2013 and was fortunate to be paired with Glenn Miller in the mentorship program. Glenn is a solid individual who has had an amazing career which helps him bring a unique perspective on finance and business.*

*Glenn was always very generous with his time and knowledge and even let me work on a few restructuring deals with him during the program. He provided me with the guidance necessary for me to land a job at AGF Management as a research associate. There is no question in my mind that the mentorship program is one of the more important parts of the MBA and Glenn Miller should be a part of it.*

- Andrew MacDonald (MBA 2013) Investment Advisor at RBC Wealth Management

It is the dedication and the commitment of alumni like Glenn that allow our students to professionally develop and make the transition from school into the real world.

Regards,

MJ

Marie-José Beaudin  
Executive Director

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Glenn Miller & Keith Ford at la Maison du Jazz in Laval

**Ford & Miller** . . . an amazing and magical musical duo! (LaMetropole.com Dec 2022)

**Keith Ford** was a precocious talent, learning to tease the strings of his first guitar at 8 years old and giving his first professional performance at 13! All his life Keith has been recognized for his exceptional talent!



**Ford & Miller** . . . an amazing and magical musical duo! (LaMetropole.com Dec 2022)

During the Covid years, Keith composed music and prepared a solo show. Then the musical association of Keith Ford and **Glenn Miller** began, to their admirers' utter delight, at La Maison du Jazz in Laval, the restaurant Fogo Euro Lounge and numerous private events.

The meeting of the musicality and sensitivity of these two artists enables the creation of unique musical moments such as their '**Strangers in The Night**' performance last summer, which was a remarkable success. This pair can sing, play guitar and percussions, and thereby set a unique tone color. The sound of the Ford & Miller duo is immediately recognizable. Glenn generates a warm atmosphere and a communicative energy for their delighted audiences, thanks to the congas which punctuate their musical performances.



The Ford & Miller duo produces that *special magic* that all musicians crave during their performances. Their repertoire is quite impressive: **The Classics** from: Cat Stevens, Peter Gabriel, The Beatles, Chris Stapleton, David Bowie, Rolling Stones, Bob Marley and **The Originals** from Keith Ford, and those from Keith et Glenn, also partners in a project of creating an album and releasing Keith Ford's original songs, in cooperation with the Lamoureux brothers on Full Stereo Label.

Performances are planned for Ottawa, Toronto, and Montreal, where people will be able to appreciate the talents of this amazing duo, whether it be in English and even with French songs! This time, the spotlight will be on songs from Harmonium and Richard Séguin. The string of songs from the sixties until today, enhanced by the particular style of this duet, appeals to a wide audience. For example, Bruce Springsteen's ***I'm On Fire*** which suddenly takes on reggae sounds, absolutely delights the spectators. The Ford & Miller shows at the Galerie LISABEL and at the Atwater Christmas Market on December 21<sup>st</sup>, 2022, at 2 p.m. will convey some of those magical moments you don't want to miss!

**Ford & Miller** . . . an amazing and magical musical duo! (LaMetropole.com Dec 2022)



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Glenn Miller, Musician & booking agent: 514-699-7108

Glenn Miller Music: <https://livemusicmontreal.ca/fr/>

**Ford & Miller** . . . an amazing and magical musical duo! (LaMetropole.com Dec 2022)



***'Forever Red' is a monthly column that will profile a notable McGill football alum. First up is the most recent McGill Sports Hall of Fame inductee, Glenn Miller.***

It's Miller Time! Was the call to arms often heard on the McGill sidelines during the early 1980s, especially when a drive was about to stall and a field goal was required. That's when Glenn Miller, the most recent inductee from the football program into the McGill Sports Hall of Fame, would down his ballet slipper and trot out onto the field to meet the challenge.

As an inside receiver and place-kicker, he earned the rare distinction of all-star status at both positions in 1984. That year, Miller set a single-season McGill record with 45 receptions, which lasted for 33 years. Miller also enjoyed the title of being the nation's all-time leading receiver and currently remains 11th among Quebec conference all-time leaders and ranks third in the McGill record book.

Miller had the unique "feat" of being the only barefoot kicker in the Ontario-Quebec Intercollegiate Football Conference and the league subsequently implemented a rule requiring footwear. He skirted the rule by becoming the first player to kick with a ballet slipper. In 1986, Miller set school and league single-game kicking records with six field goals.



A fifth-round selection (44th overall) by Hamilton in the 1985 Canadian Football League draft, Miller ended up returning to McGill for a fifth season before playing pro for Ottawa the following summer in the Empire State Football League. In 1987, he declined an offer from the CFL's Ottawa Rough Riders.

Glenn currently enjoys celebrity status on the international Financial and Art scenes as an entrepreneur, financier, speaker, and mentor. He even owns his own Art Studio. He specializes in corporate renewal, restructuring, and governance. He was amongst the first Canadians to work in Russia immediately following the fall of Communism and he also joined the executive team of ***The Movement***, a docu-series produced in England, similar to the Dragon's Den, here in Canada.

Perhaps amongst his most valued achievements, Glenn is a dedicated husband and father who continues to volunteer as a lecturer and mentor to McGill University's MBA Program. In his spare time, he relaxes as an accomplished percussionist in a performing band.

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FINANCIER  
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GOVERNANCE  
SPEAKER & MENTOR  
MUSICIAN

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