

# 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 >>**



H A V E   Y O U   S T A R T E D   Y O U R S   Y E T ?

# 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 EXCLUSIVE PRODUCER CHRIS LAVOIE  
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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

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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, WeWork  [@MSchneiderTwts](#)



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

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# MENTORS CAN BE THE MISSING PIECE TO THE PUZZLE

THE INC. LIFE

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Glenn Miller shares with entrepreneur how to improve her revenue model in docu-series *The Movement*. CRED: 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's" 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 fall 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.

# DETERMINATION & PERSISTENCE

Determination and persistence [are the most importatnt traits in being an entrepreneur, in my opinion] because there are a lot of setbacks when you have your own business.

Everybody can ride the wave, everybody can surf when the waves are big. It's fun, it's easy.

It's when you're at the bottom of the wave and you've got the tide pulling you back and you can't breathe... that's when you see who the real entrepreneurs are!

**You have to create value every day.**  
**You have to be innovative.**  
**You have to be daring and prepared for the ups and downs.**

**You've got to be persistent, determined, because it's a super competitive world out there.**



# 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



GLENN MILLER

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

## THE BUSINESS MAN KNOWN AS RENAISSANCE MAN

PAR / PARISIE ZEITUNG

Deux ans avant une autre édition pour venir pour célébrer ce qu'il est devenu. Ghen Miller se concentre de tout ce qu'il a pour faire tout ce qu'il a à faire. Il aime l'humour, la route, les escapades, les conférences, les réunions, nombre de conseils d'administration, et le leadership et président de l'association. Il a également été nommé à la tête de deux des deux entraînements réguliers. Ses amis l'ont surnommé "l'entraîneur de l'entraîneur". Ses amis l'ont surnommé "l'entraîneur Max", en référence à son énergie déferlante. Nous continuons avec un homme d'affaires stupide.

Ainsi footballeur, Gérald Miller a une carrière importante et, décédé si vous grave, calme et posé, on sent immédiatement la force tranquille de l'homme qui connaît les règles du jeu et qui en a vu de toutes les couleurs au cours de sa longue carrière. Cette modestie, combinée à une espoirance tout sourire, l'homme d'affaires le met depuis plusieurs années au service des autres, par l'intermédiaire de son entreprise MEG France d'abord, par ses fonctions de maître serrurier.

Ensuite, en 1997, MNG France se consacre à étendre ses activités qui sont en forte croissance et qui ont besoin de renforcement, grâce à des politiques financières par des actifs immobiliers... « D'abord, nous proposons des services bancaires d'inter-Hausse et du financement de type court pour les unités forces de distribution spécialisées », explique-t-il. MNG France a également entrepris d'envier une partie de compagnies, principalement au Québec, mais aussi en Ontario et en Alberta, du domaine technologique au secteur manufacturier, en passe pour celui du cannabis. « La densité en détails se nomme Actea Média, une entreprise promotionnelle spécialisée dans le marketing numérique.

Former football player Glenn Miller has an imposing stature, 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 seen just about everything off his long and successful career. The business world rates this quiet nervous, covered with his outstanding expertise, to help others build through his company, AGUS Phoenix, and his passion at being a mentor.

ring, 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, MNG Finance is involved with approximately thirty companies located mostly in Quebec, but also in Ontario and Alberta, in sectors ranging from technology to manufacturing to economic production. Their latest collaboration is with Antic Media, a growing company specialized in digital marketing.

Parmi les 1100000000000000000000000 francs nécessaires pour financer l'investissement dans l'industrie, 1000000000000000000000000 francs viendront de l'Etat, 100000000000000000000000 francs de la Banque centrale et 10000000000000000000000 francs de l'industrie et de la population. Cela signifie que l'Etat et la Banque centrale devront financer 10000000000000000000000 francs de l'investissement dans l'industrie et que l'industrie et la population devront financer 10000000000000000000000 francs de l'investissement dans l'industrie.

**UN DRAGON INVESTIT**  
Il y a deux ans, Charles Miller a été sélectionné pour participer à la course-épreuve populaire The Amazing Race, sorte de *Dans l'île* du dragon bûcheron avec une tendance plus indigène. Chargé de superviser une équipe d'entrepreneurs, le coach très en vue a rencontré beaucoup de succès : « J'ai aidé des entrepreneurs inexpérimentés de partout à travers le monde, en plan de produire d'assez bons résultats. La course est une aventure, mais je veux élever le niveau. »

Comment si cela ne suffisait pas, l'ordre d'affaires siège à de nombreux conseils d'administration, comme celui de Novo Nordisk, leader mondial dans la conception de solutions pour diabète. Néanmoins, l'ordre fonctionne : il a stati dix processus comme le potentiel supérieur des Alouettes de Montréal. Toutefois, le principal préoccupait tout à préciser que, pour le moment, «cette proposition n'avait pas d'acheteur». Pétition, mais pas fin de la partie. Pour le moment, en tout cas. à la fin de cette saison 2019-20, pour être précis.

**L'AVT, LA MUSIQUE... ET LIÉ PARISIE**  
Bien que Glenn Miller ait toujours de multiples transactions sur la table, des entreprises ou des étudiants à conclure et des entreprises à gérer, il a toujours fait de la passion et, plus tard, des actions positives, pour ses activités professionnelles relevant souvent d'entrepreneuriat. Ainsi, même des arts depuis de nombreuses années, il gère la carrière de sa femme Linda, assistante sociale dont l'activité-galerie est située à Montréal, mais dont les œuvres se vendent sur les quatre continents. « Les œuvres de Linda sont maintenant présentées dans la galerie la plus renommée de Vancouver, LeSalon Art Plus, de sorte nous avons aussi en place un partenariat avec Sync Production, qui va permettre à l'artiste de réaliser des performances en direct lors d'événements importants. De mon côté, je vais venir à titre de conférencier pour cette entreprise. »

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.*

Along with his financial services, Glenn Miller offers mentoring sessions 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 MCCC University's MSBA 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 docu-reality show *The Apprentice*, in England, a type of British *Dragon's 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 Shaw Corus, a world leader in designing event stages. Recently, the former editor was also considered as a potential buyer 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 2013 season, and especially to find the right

**ART, MUSIC, AND EVERYTHING ELSE!**  
Although Glenn Miller has always seemed transactional on the go, entrepreneurs and students to coach and businesses to manage, he is constantly living out his passion, since his professional activities often stem from his personal interests. This free-standing pedestal on the art manager's career of his wife Elizabeth, a renowned artist whose workshop studio is located in Manhattan and where her artwork is sold across four continents. "Elizabeth's paintings are now available at Leopold's Art Fair Galerie, Venezuela's most prestigious gallery. We have also set up a partnership with Sprez Productions, which will promote Elizabeth in the amateur sessions during carnaval events. For my part, I will act as a guest speaker for this production campaign."

Depuis toujours, la statistique a aussi une grande place dans le vie de Glenn Miller. Il croit que si ses parents l'avaient su, il aurait été beaucoup plus heureux. Il a toujours été un homme de statistiques, professionnellement et personnellement. Il aime, l'entrepreneur ait plus de trois grande enfants. Son fils de la communauté, qui lui demande régulièrement d'inviter à dîner toutes ses entités dans son agenda. Il répond simplement : « Je suis tellement affamé lorsque je le fais. » Ensuite, marraine, il prend le temps de me remercier et je n'ai pas besoin de trois minutes. Pour moi, les bons mandatifs ne sont pas le plus important. D'abord, il est d'accord de temps pour prouver de quoi j'étais, de ses amies et de ses enfants, car c'est d'eux que mes vies me donnent... Vous l'avez compris... *Malheureusement Miller a 1001 occupations*, mais il a un cœur et il a le beurre bleu.

Adèle lui a également joué un important rôle en Glenn Miller's 30s. And since he never does things alone, this experienced participant of two previous generations has the job of being the glue that holds his House of Love together, the *Adèle*—Glenn. The entrepreneur is also a father of three grown children. When we asked him how he manages to fit everything into his busy agenda, Miller simply answered, "I'm very efficient at work, but I also take the time to enjoy myself, and I don't need three hours. Material belongings are not important to me. What's important is taking the time to enjoy life with the ones I love—my wife and my children—because that's where I get my energy." Though this entrepreneur may have one thousand and one activities on the go, his heart is always in the right place.

# 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



# 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

## GLENN B. MILLER'S HAPPY DOUBLE LIFE



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MMG Finance operates as a financial 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 McCall University's MBA Program.

**WITH LA MÉTROPOLE**  
A concurrence of circumstances will put Glenn B. Milner touch with Stéphane Masse, editor and *Journal Métropole* and *La Métropole.com* (a public information portal). The financier likes the media, and is particularly impressed by the fact that it is on the side of the rare independent media around, besides Le Devoir. He also praises the fact that it is on the side of citizens, and retailers dealing with audiences, governments and administrations. "I met with your editor, and a great chemistry quickly settled. I wanted to get more involved, even if my work schedule is insane. It's won me, since the future looks

The first meeting went so well, it was followed by further ones, until he was invited to become a member of [LatinoPress.com](http://LatinoPress.com)'s executive committee, since it is "facing new challenges at a time where information is undergoing great changes. My role is to examine Maestro Media's strategic direction", and to ensure that we are prepared for to meet our business objectives in this changing environment", says Mr. Miller.

**THE PATRON**  
Even though he spends the most part of his days reading financial reports and discussing over the phone, he has a passion relief valve consisting of his love for the works of a painter, Lissitzky. In fact, he liked her art so much that he fell in love with her and married her. He then became her agent and business manager, and whenever he recognises of his sweethearts' work, this provides excellent results. What if he can't afford to buy a painting? Then he can always name it as a gift to his wife.

bank in the arts world though is that we are caught up in an approach of another century.

Gallery owners and museums still have the same attitude towards artists, often exploiting them. Also, the marketing of art hasn't changed in a very long time. I came to the conclusion that we must change all of that. In Griffintown, we have created a space for them, things change quickly. Art is power. If you look at the decoration of a Lamborghini, the underside of a Bentley, you'll see it. This adds value to each of these painted luxury objects. These days, Galerie Label, which is located on Ottawa Street, in upscale Griffintown, has become a prime venue.



Corporate functions are held there regularly. Businesses, love to hold cocktail in such a dazzling setting. The works of this immensely talented lady, of rare beauty herself, all have a sensual side to them, whichever the theme. Vivid colours anhighlighted by gossamer veils. Lasabell's market ranking took off, just as the patron wished for. Thus, it now means that owning a Lasabell has become a status symbol.

La Métropole is honoured to count Glenn B. Miller among its ranks, and will make the most of his expert advice. Thanks to him, your public information media, [www.1000000.com](http://www.1000000.com), envisions a promising future. And our mentor is thrilled by this universe, since even in finance, communication is vital.

LISABEL.CA

# WEEKEND LIFE

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

## What's an art

# gallery to do?



**Top:** The Galerie Lisabel, open by appointment only, is a showcase for the work of Lisabel Filiault. 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.

## 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

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."



66

# GLENN MILLER IS THE VISIONARY



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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

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**Guest Glenn Miller**



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**

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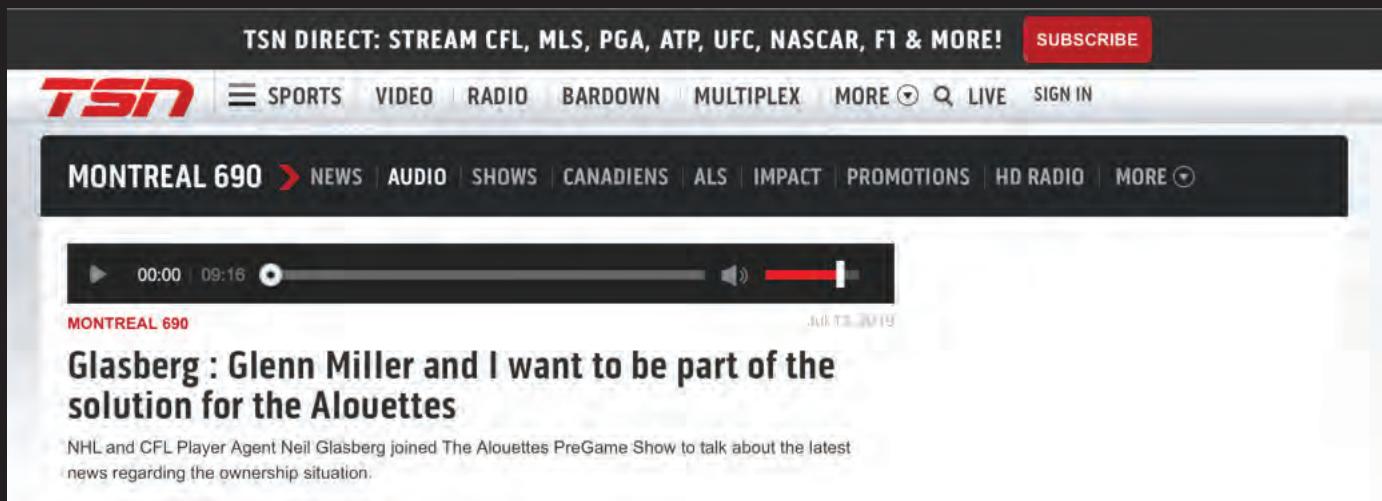
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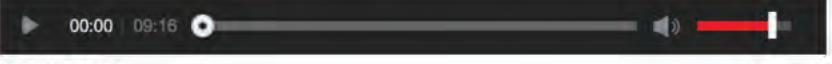
# GLENN MILLER AND I WANT TO BE PART OF THE SOLUTION FOR THE ALOUETTES



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MONTREAL 690 JUL 13, 2019

**Glasberg : Glenn Miller and I want to be part of the solution for the Alouettes**

NHL and CFL Player Agent Neil Glasberg joined The Alouettes PreGame Show to talk about the latest news regarding the ownership situation.

[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**

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[glennt@lisabel.ca](mailto:glennt@lisabel.ca)  
[www.lisabel.ca](http://www.lisabel.ca)

Le piano Steinway peint par Lisabel  
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Glenn Miller

# Homme d'affaires de jour, musicien de nuit

*Businessman by Day, Musician by Night*

PAR\_BY DIANE STEHLÉ

PAGE\_60

Spécialiste en restructuration financière d'entreprises, prêteur privé sur actif, coach, mentor et mécène, Glenn Miller a plusieurs cordes à son arc, et son parcours a de quoi en impressionner plus d'un. Mais malgré un emploi du temps chargé, l'homme d'affaires trouve le temps de s'adonner à sa passion : la musique. Plus qu'un simple passe-temps, celle-ci l'amène à se produire en concert plus de 80 fois par année au sein du groupe Ford-Miller & Co, qu'il a formé avec son ami Keith Ford.

Président et fondateur de MBG Finance, Glenn Miller se spécialise en financement d'actifs de type *bridge* et dans le redressement d'entreprises depuis plus de 25 ans. Au Québec, son nom et sa réputation ne sont plus à faire. Durant la COVID-19, sa firme de prêt sur actifs a été très sollicitée par des entreprises de toutes sortes d'industries. « Ce ne sont pas seulement les commerces de détail et les restaurants qui ont été touchés. Beaucoup de compagnies ont vu leurs revenus diminuer ou tentaient de survivre », explique-t-il. L'homme d'affaires a notamment dû redresser trois grosses entreprises pour un total d'environ 250 millions de dollars de dettes. Cette période a été épuisante, mentalement et physiquement. Heureusement, il a pu se raccrocher à ce qu'il aime faire le plus au monde : jouer de la musique. « Elle m'a aidé à rééquilibrer ma vie durant cette période très difficile », raconte le percussionniste et chanteur.

*A specialist in corporate financial restructuring, an asset-based lender, a coach, mentor, and patron, Glenn Miller wears many hats, and his journey is sure to impress. But despite a busy schedule, the businessman finds time to indulge in his passion: music. More than just a hobby, it has led him to perform in over 80 concerts a year with the band Ford-Miller & Co, which he formed with his friend Keith Ford.*



*President and founder of MBG Finance, Glenn Miller has specialized in bridge asset financing and business turnaround for over 25 years. In Quebec, his name and reputation are well established. During the COVID-19 pandemic, his asset-based lending firm was in high demand by businesses from a variety of industries. «It wasn't just retail stores and restaurants that were affected. Many companies saw their revenues decrease or were trying to survive,» he explains. The businessman notably had to restructure three large companies, dealing with a debt of approximately \$250 million. This period was exhausting, both mentally and physically. Fortunately, he could cling to what he loves most in the world: playing music. «It helped me rebalance my life during this very difficult period,» says the percussionist and singer.*



## UNE RENCONTRE DÉTERMINANTE

C'est précisément au début de la COVID-19, en 2020, qu'il a rencontré Keith Ford, le musicien avec lequel il allait former un duo. Passant près d'une terrasse de café, Glenn Miller et sa femme, l'artiste peintre Lisabel, ont été attirés par des airs de guitare et une voix captivante. «À un moment donné, le chanteur a demandé si quelqu'un souhaitait une chanson en particulier. Comme il n'avait jusque-là qu'interprété des reprises de titres connus, je lui ai demandé de chanter l'une de ses compositions». Immédiatement séduit, Glenn Miller s'est présenté à lui comme percussionniste et l'a invité à venir le rencontrer chez lui. Quelques jours plus tard, les deux hommes jouaient ensemble pour la première fois. Les atomes crochus étant là, ils ont rapidement multiplié les concerts sur les terrasses de cafés durant l'été 2020. «J'avais dit à Keith, je viens jouer avec toi, mais tu gardes le cachet. De mon côté, je me contenterai de quelques bières!».

Au fil du temps, leur rendez-vous est devenu régulier. Le duo s'est reformé avec bonheur chaque semaine, et le public n'a cessé de grossir. «Les gens venaient avec leur chaise pliante et s'asseyaient de l'autre côté de la rue pour garder une distance. Un jour, la police a dû intervenir pour disperser la foule, car il y avait un attroupement trop important», se souvient Glenn Miller en riant. Grâce à la rencontre de Keith, les «années COVID» se sont adoucies, et «quelque chose de magique en est ressorti».

## A PIVOTAL MEETING

*It was precisely at the beginning of COVID-19, in 2020, that he met Keith Ford, the musician with whom he would form a duo. While passing a café terrace, Miller and his wife, the painter Lisabel, were drawn by guitar tunes and a captivating voice. «At one point, the singer asked if anyone wanted a particular song. Since he had only performed covers of well-known songs, I asked him to sing one of his compositions.» Immediately charmed, Miller introduced himself as a percussionist and invited him to his home. A few days later, the two men played together for the first time. With a strong mutual connection, they quickly increased their performances on café terraces during the summer of 2020. «I told Keith, I'll come play with you, but you keep the fee. For my part, I'll settle for a few beers!»*

*Over time, their meetings became regular. The duo happily reformed every week, and their audience kept growing. «People came with their folding chairs and sat across the street to keep their distance. One day, the police had to intervene to disperse the crowd because it was too large,» recalls Miller with a laugh. Thanks to meeting Keith, the «COVID years» softened, and «something magical came out of it.»*

## UN DUO QUI A LE VENT DANS LES VOILES

Aujourd'hui, le groupe Ford-Miller & Co réalise plus de 80 concerts par année. Il se produit dans des festivals, des événements privés, au Club Med, mais aussi à la renommée La Maison du Jazz de Laval. La formation reprend les classiques des années 70, 80 et 90 de la pop-rock, du blues, de la soul ou de la new country pour les arranger à sa façon. Cat Stevens, Peter Gabriel, The Beatles, Chris Stapleton, David Bowie, les Rolling Stones ou encore Bob Marley font partie de son répertoire. Le groupe interprète aussi les compositions originales de Keith Ford. Désormais partenaire d'affaires de Glenn Miller, ce dernier prévoit le lancement de son premier album en 2025. Depuis peu, Jean-Christophe Germain, un violoniste qui a effectué une tournée dans les Caraïbes et en Europe, s'est également joint au duo. «Ma carrière de musicien est totalement intégrée à mon emploi du temps. Elle fait partie de mon bonheur», déclare Glenn Miller.

## DES PROJETS À FOISON

Quand on connaît l'emploi du temps extrêmement chargé de l'homme d'affaires, on peut dire que c'est une véritable prouesse. Car en plus de son travail au sein de MBG Finance, il est aussi actionnaire de plusieurs entreprises, impliqué dans une fondation, conférencier, mentor auprès d'entrepreneurs et membre du comité consultatif de la Faculté d'Éducation de l'Université McGill. Son secret : la gestion du temps. «Il y a deux choses qu'on peut contrôler dans la vie : son temps et son énergie. Je gère ces deux éléments de façon obsessive», avoue-t-il. Et d'ajouter : «L'important, c'est de garder un équilibre. Et puis, mon bonheur vient beaucoup de mes trois enfants et de mon couple avec l'artiste peintre Lisabel, avec qui je vis une grande aventure depuis 26 ans».

En plus d'être son mari, Glenn Miller est aussi son agent. Située à Pointe-Claire, la galerie Lisabel peut également être louée pour des événements privés. En août prochain, elle déménagera au bord de l'eau et deviendra ainsi le premier espace événementiel accessible par bateau à Montréal. Des idées toujours plein la tête, Glenn Miller et sa femme Lisabel viennent d'ouvrir une seconde galerie Lisabel à Madrid, s'appuyant sur le même concept. «J'adore ce que je fais. À 61 ans, je n'ai pas envie de ralentir», conclut l'homme d'affaires. Bref, vous l'aurez compris, ne lui parlez surtout pas de retraite!

Scannez le code QR pour découvrir et apprécier l'univers musical de **Ford-Miller & Co.**

Scan the QR code to discover and enjoy the musical universe of **Ford-Miller & Co.**



## A DUO WITH WIND IN ITS SAILS

Today, the band Ford-Miller & Co performs over 80 concerts a year. They appear at festivals, private events, Club Med, and even the renowned La Maison du Jazz in Laval. In their unique style, the band covers pop-rock, blues, soul, and new country classics from the 70s, 80s, and 90s. Cat Stevens, Peter Gabriel, The Beatles, Chris Stapleton, David Bowie, the Rolling Stones, and Bob Marley are among their repertoire. The group also performs original compositions by Keith Ford. Now a business partner with Glenn Miller, the latter plans to release his first album in 2025. Recently, Jean-Christophe Germain, a violinist who has toured the Caribbean and Europe, also joined the duo. «My music career is fully integrated into my schedule. It is part of my happiness,» declares Miller.

## PROJECTS GALORE

Given the businessman's extremely busy schedule, it's a real feat. In addition to his work at MBG Finance, he is also a shareholder in several companies, is involved in a foundation, is a speaker, a mentor to entrepreneurs, and is a member of the advisory committee of the Faculty of Education at McGill University. His secret: time management. «There are two things we can control in life: our time and our energy. I manage these two elements obsessively,» he admits. And he adds, «The important thing is to maintain a balance. And then, much of my happiness comes from my three children and my relationship with the painter Lisabel, with whom I've been on a great adventure for 26 years.»

In addition to being her husband, Miller is also her agent. Located in Pointe-Claire, the Lisabel gallery can also be rented for private events. Next August, it will move to a waterfront location and become the first event space in Montreal accessible by boat. Always full of ideas, Miller and his wife Lisabel have just opened a second Lisabel gallery in Madrid, based on the same concept. «I love what I do. At 61, I have no desire to slow down,» concludes the businessman. In short, you get it: don't even talk to him about retirement!



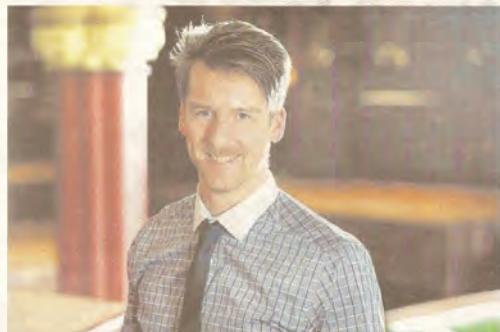
# The magic and mishaps of mentoring

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

**M**eeting 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 that 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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We would be honored to help make your next occasion magical. Contact us for a quote and any further questions.

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 don 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.



McGill Football . . .

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.

# ROLES

## MBG FINANCE

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# ADVISORY



# PODCAST



<https://youtube.com/watch?v=OlaYgHXuH1o>

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