

REFLECTIONS OF THE QUALITY OF LEADERSHIP

TOP 40



UNDER 40



Scott Paterson

problem: persuading the people who work for him to "be crazy" and "take chances."

SCOTT PATERSON YORKTON SECURITIES INC.

Scott Paterson's grandmother bought him five shares in what was then Abitibi-Price for his fourteenth birthday and it "changed my life," he says. "They didn't do much in terms of growth, but I thought, 'Wow, what an interesting game. People make money by working over the phone trading paper.'" Paterson became a broker on graduation from university, worked his way up through a series of more senior positions and then carved out a lasting mark for himself as the man who, in three short years, built Yorkton Securities' Knowledge Industries Group into a force in the investment community. His vision: by focusing on Canadian companies in the sectors of technology, life sciences, entertainment and leisure, and advanced manufacturing, Knowledge Industries could fill a niche as a boutique broker. The results: Toronto-based Yorkton is now ranked as the number-one underwriter in three of its target areas, and pre-tax profits for Knowledge Industries rose from \$200,000 in 1995 (when Paterson joined the firm) to \$9.8 million in 1997. The reward: apart from reaping the