



STAFF MEMBER PROFILE

CHELSEA KLOPPER—OPERATIONS ASSOCIATE

By Adrian Clayton (Managing Director & CIO)

When did your interest in financial markets start?

While studying I started to actively research and follow the markets. I found it particularly fascinating how a spike in any stock price could be directly linked to an event that had taken place.

What did you study and why?

I studied a Bachelors degree majoring in Accounting Sciences because initially I wanted to be a Chartered Accountant. After I realised my passion for the investment industry, I decided to change fields. I went on to complete my Post Graduate Diploma in Financial Planning and obtained my CFP® designation.

What do you think equips you to do this job properly?

I am an analytical and process driven individual who constantly seeks efficient and effective ways of completing tasks. These attributes have allowed me to make meaningful contributions in the client servicing and operations department of Northstar, which has always maintained the highest standard and made client satisfaction their top priority.

What do you love about investing?

Everyone has dreams and goals and most of those dreams and goals cost money. I love that through investing you can turn those dreams into reality and achieve your goals. I love how whatever your objective, by creating an investment plan and sticking to that plan, everything is achievable.

I especially love the stock markets and how dynamic they are. It fascinates me when I find correlations in things that you never thought there would (or should) be. It makes the research-based approach followed by Northstar such an impactful one.

What do you find the most challenging part of your role?

It can be challenging to re-assure clients in tough market conditions and to remind them to take a long-term view on their investments rather than looking at short term movements in the market.

Why do you think clients will do well at Northstar?

Northstar's investment strategy has a proven track record over the long term. Although it may be counter-intuitive, in times where the market is not generating returns, other managers are often tempted to stray from their philosophy which catches them out. Northstar's dogged approach to research-based investing is what makes them consistently outperform their peers.

When I joined Northstar one of the things that impressed me the most was that they do not share in any fees in the value chain (kickbacks from providers, brokerage, fees etc) which is unheard of in the industry.



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