



## **Advisory Board Member**

**Julia Esteves Gartshore** is an established professional with close to 20 years' experience in financial services industry and the nonprofit sector.

As a former financial advisor representing a variety of banks and insurance companies, Julia has worked with many families and small business owners on their financial & estate plans, including business continuity/exit plans. She also assumed the role of Regulatory Compliance Officer, representing the Province of Quebec, Canada's Securities Commission, auditing small to large-sized insurance companies.

Subsequently, Julia leveraged her experience in financial services to pivot her focus to the nonprofit sector. To date, she has raised around \$10M toward a variety of causes - higher education, scholarships, centers of excellence, scientific/academic research projects, operation/capacity building, international development (South America) projects, specialized programs and gender/racial diversity initiatives. Julia has collaborated with a variety of internal/external stakeholders in order to secure institutional funding from corporate and private foundations nationally and abroad in Brazil, Canada, UK and France.

Julia is fluently multi-lingual in English, French & Brazilian Portuguese, with basic Spanish and holds a Bachelor's degree in Economics with a minor in Anthropology from McGill University in Montreal, Canada. Julia is Brazilian-born (Rio de Janeiro), moved to Canada in 1990 and in 2013, relocated to Pennsylvania with her husband and 2 kids. During the summer of 2020 her family welcomed a new member, a black Labrador named Luna.