

Lobbying 101 Presented by



Andrew Balfour Managing Partner

Andrew closes deals. There's a reason that Andrew was named a Top 40 Under 40 by the Ottawa Chamber of Commerce in 2018. In every year since becoming a lobbyist Andrew has been named in The Hill Times top 100. If you want things done in Ottawa, you need Andrew Balfour on your team

Aaron Gairdner Vice President

When it comes to managing big files and winning teams, Aaron is it.

Aaron has spent nearly 20 years in senior public policy roles, including key roles as Chief of Staff to the federal cabinet ministers for Foreign Affairs, Agriculture, and National Defence. He oversaw the largest defence procurement effort since the 1950s and was instrumental in some 50 foreign missions to advance Canada's economic, security and diplomatic interests. With two degrees in Political Science and extensive experience at the highest levels, Aaron has a blue-chip understanding of machinery of government.

Ryan Spero Consultant

From political organizing to Parliament Hill, Ryan's experience in strategy and stakeholder relations gives our clients the tools they need to succeed. Having worked on the Hill and in local, leadership, and national campaigns with the Liberal Party of Canada, his political savvy and network in Ottawa brings an advantage when it comes to engaging with the government.