

Advisor Success Story

Becoming a successful advisor right out of college.



Advisor Spotlight:

Age: 26

Years in career: 2.5

College: The University of Texas & Michigan State University

2014 GDC: \$90,000

2015 YTD GDC: \$233,000

Question & Answer Session:

1. Why did you choose to go into financial advising out of college?

I like the freedom to create my own schedule, work with people and make a difference in their lives. I have a business built and based on my relationships and reputation.

2. What do you think were the main factors to your success as a young advisor?

Forcing myself to go to networking events to try to meet people. Didn't matter who. Just anyone who could be a possible business contact, client or maybe even a friend. Then, always follow up with them within 3 days. My mentality was a big deal, too. Everyone said it would take 3-5 years to get your head above water in this business but I said to myself, "not me," I have way too many things I want to do and dreams to start working toward. I'm going to be successful, be respected in this business as an advisor and make more money than just keeping myself above water.

3. What advantages do you believe a recent college grad has over other candidates starting out their career in financial advising?

Energetic, hungry and a willingness to work hard now to earn the freedom to be with family and take time off in the future 15+ years from now. Plus, we'll be in the business for 35+ years...which means we can tell our clients we are committed and can be with them for the long haul.

4. Do you feel that some prospective clients are skeptical about working with such a young advisor? If so, how do you overcome their hesitation?

That was a huge fear of mine initially but I have found that people don't really care that much. They just want you to be open and say you will always get the right answer for them if you don't know it. You MUST always share about the firm surrounding you and the resources and many seasoned, veteran advisors at the firm. I let prospective clients know that I consult with them weekly and if it makes sense, I may even ask them to join in one of our meetings.

5. Why do you believe a smaller independent firm like MFC or PWS is a better fit for someone beginning their career over the larger wire house firms?

The access to training and one-on-one help. I interviewed with the larger firms and there was no comparison. Our firm focuses on the client 100%.