

Video Insight - Making a Difference

I think we've been given an incredible opportunity to make a real difference in the lives of many people. It doesn't matter how many zeros there are in your bank account. What matters is what you need us for and what we can deliver. And the opportunity is really to make that difference. And not everybody has a chance to make a meaningful difference in so many lives.

It's humbling. It's a huge responsibility. But when you're confident in your process, when you're confident in the skills you bring to the clients, and when you marry that with empathy and understanding and a real genuine desire to seek to understand what our clients need, we're here to serve them. We're here to partner with them and it's just been a tremendous journey.

I'm grateful every day that I have the chance to speak to people and to hear what's on their mind and to sometimes talk them off the ledge, if need be but really just I'm honored by their trust.