



# Money Matters with Les Conway

Director/Financial Planner at Essentially Financial

## Seventh Heaven?

We celebrated a birthday last month where I set up Essentially Financial back in November 2010.

Although I've worked as a financial planner for more than 25 years, I'd never taken a leap of faith and set up my own practice in the way that I have here. And it wasn't top of my agenda until a change in circumstances with a business partner I was working with at the time spurred me to go it alone. Going our separate ways was entirely amicable and with hindsight it shook me out of a comfort zone.

At first, I must confess to being scared by the idea, but that soon passed. And within a few days of mulling things over, Essentially Financial was born. It felt very much like a 'now or never' moment but thankfully, it's turned out very well and ranks as one of the best decisions I've ever made.

I was initially based in the Evans House Serviced

Offices on Marsh Road in Pinner and I can remember clearly the day they put the sign up above the door (it was on the wall actually, but you get the point).

Forming Essentially Financial had made things become very personal and I was now in control of my own future and able to help more clients. And over the seven years that followed, that's always been my main motivator. To provide personal attention, individualised customer care to local people and to share honest, expert advice.

It's been a fantastic seven years and I look forward to many more. The highlight has been helping people make their money work for them so that they can do things and live the life they want.

Thanks for reading and I wish all our clients, readers and neighbours a very merry Christmas and a peaceful, prosperous and healthy 2018.



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