



Money Matters with Les Conway

Director/Financial Planner at Essentially Financial

A small question - A big reaction

I received a thank you email from a client recently, which I feel is worth sharing. I've also asked permission from the said client to reproduce and quote her here.

I'm a big believer in that you shouldn't just plan how to use your money, but you need to be thinking about how your money can help you lead the kind of life you want to live.

And the call from the client showed that in practice.

To paint the picture, Wendy Reed is a mother of one who lives with her partner and is self-employed. They came to see me in April last year for a planning session. Here is her experience in her own words.

'We went to meet Les as he came highly recommended. At the time, we were just muddling along really when it came to finances, earning decent money but not pulling up any trees and we both felt we lacked direction.

Les did a lot more listening than talking and really paid attention rather than offering up lip service.

We told him of a business 'pipe dream' we had, which involved us working together. We had dismissed it

as exactly that, just a dream until Les asked me one simple question - 'What's stopping you doing it and doing it now?'

His objective approach made us look differently at how we could make our idea work. The penny dropped and we soon realised that our 'pipe dream' could become a reality. He made us look at our situation in a clear and concise way, which has since reaped dividends for us.

More than twelve months later and with Les's help on this and other financial issues, our business is up and running and doing well.

But it isn't it just the financial boost which has been a benefit to us. More importantly, for us anyway, Les has helped us begin living the kind of life we want to and making our money

work for us in that respect.

The whole experience with Essentially Financial and Les has been genuinely and positively life changing for us'.

There's not much more I can add to that really.

Thanks for reading.



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