



Money Matters with Les Conway

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Taking a leap of faith

Rarely as human beings are we comfortable in taking too much of a risk. Unless it's a risk that we feel that we've reasonably researched, assessed and measured, at least to the best of our ability and capability, and where we have some understanding of the probable pros and cons.

Imagine that you're beside a swimming pool on holiday, where the sun is beating down, it's very pleasantly warm and where you want jump in to cool down. Or you're on a boat somewhere in the Mediterranean and you want leap into the crystal clear sea.

You're all up for it and you consider yourself a competent swimmer. Until psychologically, you realise that the water could well be colder than you think. And you're also not entirely sure as to how deep it might be. But you've plucked up the courage and you've gone for it, having passed the point of no return.

Yes, it is colder than you expected as your mind cannot sense what you feel. But at the same time, you've found it refreshing and more so exhilarating. You are proud that you pushed yourself literally over the edge.

And that's exactly what happens with lifestyle financial planning also.



Because they have not had any real experience of what lifestyle financial planning is, more often than not, clients, new ones in particular, are encouraged to take that blind leap of faith. Perhaps even, a leap into the unknown.

Lifestyle financial planning is intangible and something that you can only benefit from and see the value in by experiencing it.

Remember that life is not a rehearsal, and we only get one crack at it. And although the money is important, it's what we do with it that really counts.

Investments can fall as well as rise and you might get back less than you invested.

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