



The power of storytelling | Ep 13 Live

In this episode of the Just Covered podcast, hosts Hazel and Wayne are joined by Wayne Griffiths from One Financial Solutions. He shares his journey to becoming an independent financial adviser after starting in the financial services industry in the 1990s.

Wayne discusses the challenges and uncertainties he faced during this transition and how joining a network helped to ensure compliance and support.

This episode also covers

- The importance of being nosy and storytelling with your clients
- How to approach certain clients
- Intergenerational planning and equity release.
- Mental health and the importance of checking in on each other

Overall, the episode highlights the need for compassion, collaboration, and support within the financial services industry. By working together and fostering a sense of community, professionals can navigate the challenges of their job and create a more positive and inclusive work environment.

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