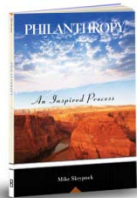




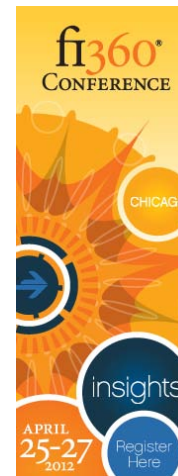
OUR PARTNERS

Mike Skrypnuk

HOW VALUE CONVERSATIONS can change your relationships



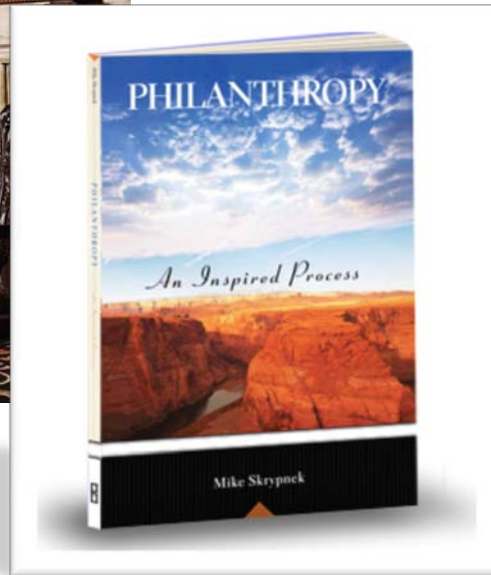
Presented to:



HAS THIS EVER HAPPENED TO YOU?



MY STORY



JUST LIKE EVERY OTHER FINANCIAL SCHMUCK



JUST LIKE EVERY OTHER FINANCIAL SCHMUCK



**They can't tell you apart...
affluent investors have 3.5 to 5.5 financial advisors**

STAND OUT FROM THE CROWD

The affluent:

- 84% want **one** advisor
- 73% want an **expert**
- 72% want a **plan**
- 70% want you to **know them** by name!



CONNECTIONS

Personal values



Life experiences



Connection to the world



I ALWAYS THOUGHT I **HAD** TO TALK ABOUT THIS

For some, it is about the end...



I ACTUALLY HAVE TO TALK ABOUT **THIS**

But really, it is about impact...



YOU GET ME



YOU GET ME



Connecting with a person's values
connects you to them immeasurably

Asking them to tell you what matters most,
allows them to comfortably share important details

LET'S TRY ANOTHER APPROACH



HOW DID THAT HAPPEN?



WHERE DO WE FIT?

Connectors

Planners

Facilitators

Expanders

Evaluators



WHERE DO WE FIT?

Connectors

Matching today's **assets**
with tomorrow's
"dreams"



WHERE DO WE FIT?

Planners

Creating **strategies & tactics** to align with **values** & achieve **goals**



WHERE DO WE FIT?

Facilitators

Putting plans into **action**,
implementing strategies &
helping to **move ideas**
forward

Making our clients look
great



WHERE DO WE FIT?

Expanders

Identify areas for

- more **growth**,
- more **savings**,
- more **impact**

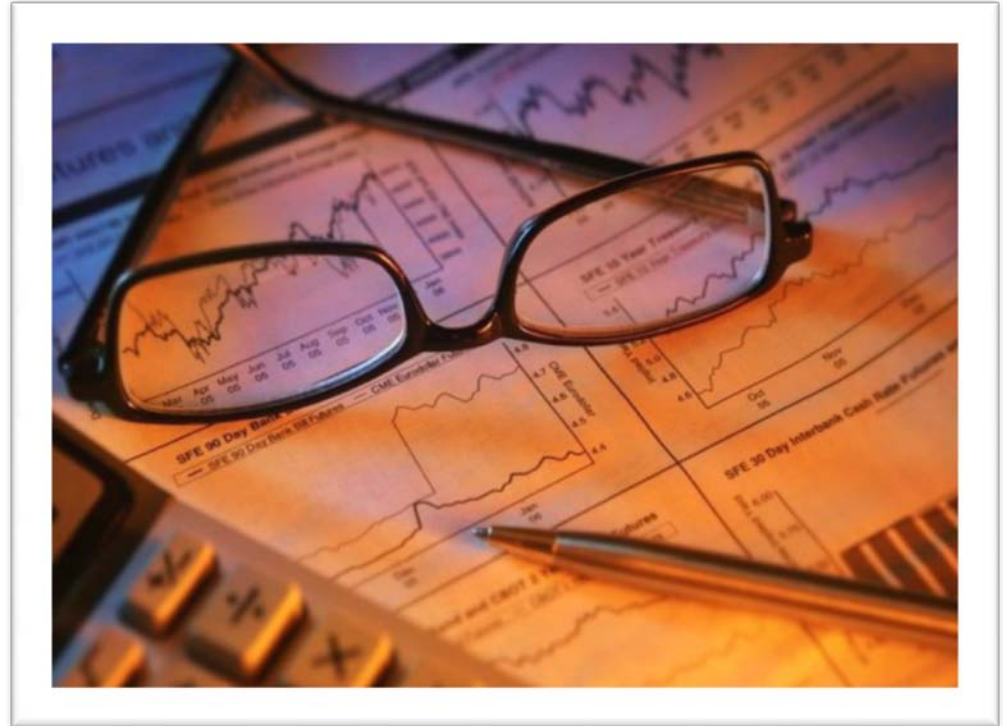


WHERE DO WE FIT?

Evaluators

Measuring

- quality of the **tools**,
- achievement of **goals**,
- attainment of **success**



WHAT DO WE OFFER THAT PEOPLE REALLY WANT?



Provide

Life income

Protect

Assets for heirs

Preserve

Legacy & impact



MAKE YOUR IMPACT

Be fearless – ask personal questions

Learn more

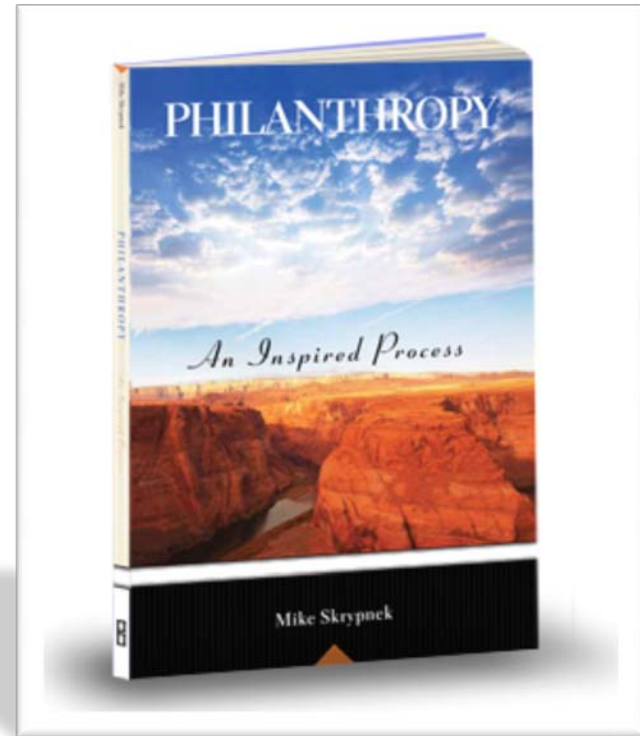
Look beyond the conversation

Take action

Be one person who helps another change millions of lives

Take the **ONEforONE** Million challenge.

www.oneforonemillion.com



Thank you

Mike Skrypnek

Director, Wealth Management

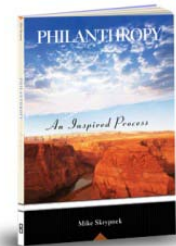
Portfolio Manager

Accredited Investment Fiduciary Professional™

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