

FIVE TRAITS OF SUCCESSFUL FINANCIAL PROFESSIONALS

C. RICHARD WEYLMAN, CSP, CPAE

In these challenging times it is important to reflect on the things that made you successful. Here are 5 common traits of successful advisors and entrepreneurs like yourself:

1. A relentless pursuit of their goals and those of their clients in the face of adversity.
2. An unwavering commitment to learn and excel in their chosen field.
3. A clear desire to demonstrate constantly their unique value to their clients and prospects.
4. An unmatched ability to make recommendations, decisions and take action.
5. An awareness and use of all resources available.

In these markets, it is important to continue to execute these traits. In the words of Winston Churchill (one of history's most important figures in the face of adversity), we must "never, never, never give up!"