

Speaker 1: Before I came to Voisard I was a client and I've learned so much. Coming in as a young adult, I just want everyone else out there to know, to start early as you possibly can to plan. It was very easy, everyone that works at Voisard is easy to get along with, they made the process smooth and easy to work with everyone here. My husband and I, we actually had a little baby now so it's very important for us to start saving and planning for retirement. Voisard has been great, they've held our hand the whole way through.

So, starting out with a new client, I work closely with the advisors helping them through the process, opening new accounts, transfer work, just trying to make the process run smoothly for everyone. When new clients come in, it's kind of nice. Meeting new people, hearing their experiences, just working alongside with them, seeing what their goals are and then having them meet those goals. I mean, even with the older clients that have been here for years, it's nice to hear their stories and where they're at now compared to where they started. With new clients coming in, older clients coming in, just talking to them and hearing about their experiences, it's kind of nice to hear them meet their goals.

It's opened my eyes especially coming in as a client and then learning, you really need to start early. You need to start young, start planning for the future, for retirement because you can't go backwards.

So with the advisors, they're pretty much the first that start with the client and kind of work their way down to myself and Beth and we work together on the opening accounts and the transfer work. Then they come in for their meetings with the advisors.

Everyone that works here is very easygoing, kind of, I want to say more of as a family. They're very valued outside of work too, not just here. But we can all go out, have dinner together and just have a good time, laugh. Doug is actually a great boss to work for. Like I said, he's got great family values, and I feel like it starts there, family values. And not only his own family, but each employee too, he just cares about everyone. All his clients, all his family.

For our client events, it's not just based on our clients, it's based on their families as well, because in the long run, that's what we're saving for, the retirement for our family, for our kids and generations beyond us.