

[Thomas Masi] "Advice is always about helping people. It's more around bringing some dreams and some goals that clients have to fruition."

[Lucky Manna] "Advice is so much more than money. It's about security. Am I making the right choices? Is there anything I can do better?"

[Dean Baguley] "There's no longevity in this industry without compassion. The ability to relate to clients on their level is an absolute must."

[Julie] "Greg's very open about the cost. If we didn't have Greg, at the end of the day, it might cost us a whole lot more."

[Michelle Robinson] "I believe you have to be extremely transparent about fees. Trust is the most important thing about a relationship."

[Lorraine] "My financial advice was unique to my situation and that's, what's good about it. That it is about me."

[Thomas Masi] "Not everyone has the same story. It has to be tailored to meet their needs."

[Ian] "Expertise in advice is very important to us."

[Dean Baguley] "Helping them understand what it is and the mechanisms that we need to put in place that's going to maximise every dollar for them to achieve their goals and objectives."

[Cameron Bishop] "Things change and we need to make sure that we can maintain a client strategy to help the client through those transitions."

[Michelle Robinson] "We'll stress test different strategies and different products. Talking to them about that helps me to deliver solutions that really fit their needs."

[Dean Baguley] "It will always come back to the client's goals and objects."

[Julie] "It's very important to have an advisor that guides us. It gives us confidence."

[Lorraine] "I'm a lot happier with where I am, because I'm confident that my financial situation is secure for the future."