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| Host: | Bill Coppel, First Clearing Chief Client Growth Officer |
| Guest: | Tim Ursiny, Speaker, Author, and Certified Business Coach |

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| TIM URSINY  | You know, early in our career, we tend to focus on success. And that's okay. But later in our career, many of us start transforming to significance. What is the impact I'm having? And so for those advisors that are doing these things that, yeah, they're good for business, but they're also just good to do as a human being, the level of satisfaction, level of optimism, their own life happiness of feeling like, "Yeah, I made money and look what I'm doing. I feel good about the impact I'm having on this planet, on the people that trust me most." So how do you put a value on that level of life satisfaction of just feeling like you're being a better human being? And again, in our later stages of life, we don't reflect on how much money we made. We reflect on what was my impact? What was my legacy? What did I leave here? And hopefully, we transform to a place where we look back and we say, "Well done. I'm happy with what I did." |