

Title: Video Message from John Peluso - July 2020

Transcription Details:

A message from John G. Peluso, Jr., President, First Clearing

July 2020

Hello.

Here we are in the middle of the year – and what a year it’s been.

And as you can probably tell, I’m recording this from my home.

Back in January, I couldn’t have imagined what 2020 would bring or that our lives would’ve changed this much in such a short amount of time.

We’ve been able to operate quite successfully in some very non-traditional ways despite the challenges of the COVID pandemic, and the volatility of the markets.

Working from home these last 15+ weeks or so has inspired me to reflect on a lot of different things – both personally and professionally. And in both, I find myself drawn to the word - resilience - over and over again.

Through conversations with many of you, in my interactions with my teams from afar and seeing the reports of the courageous men and women on the front lines – I can clearly see that we’re nothing if not *resilient*.

Each day has its challenges, but the history of our industry and our humanity prove time and again that we will make it through.

The reality of our “new normal” shouldn’t leave any of us feeling defeated.

I believe that opportunities still lie ahead; of course, they may look a little different than before.

Our role in this business continues to be an important part of how we’ll weather this storm.

It reinforces our value as those trusted guides for our clients and their families -- and our ability to provide a steady perspective in the wake of turbulent markets, where we serve as a beacon of calm in the midst of panic, misinformation and uncertainty.

I wanted to leave you with this quote:

“We’re all in the same storm, but we’re not in the same boat.”

I think it's a very effective illustration of what we're experiencing right now.

We're all impacted by what's going on in the world, but the ways we cope and manage through those impacts is very different.

Being able to keep that perspective and increase our empathy just a little bit will be even more critical as we move forward.

Remember, we are resilient. And the only way through it, is through it.

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