

**Title:** Podcast clip from Dr. Tim Ursiny’s episode on The Next Frontier

**Guest:** Building Better Relationships With a New Kind of Coaching  
Tim Ursiny, Speaker, Author, and Certified Business Coach

**Describer:** Image of a group of people applauding. Words displayed: Focus on Success  
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**Voice over: Tim Ursiny** You know, early in our career, we tend to focus on success. And that's okay.

**Describer:** Image of a woman handing a framed certificate. Word displayed: What is the Impact I’m Having

**Voice over: Tim Ursiny** 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.

**Describer:** Image of a man receiving a trophy. Word displayed: SATISFACTION

**Voice over: Tim Ursiny** 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?

**Describer:** Image of a youth sports team receiving trophies. Word Displayed: I feel good about the impact I’m having on this planet, on the people that trust me most.

**Voice over: Tim Ursiny** 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."

**Describer:** Image of a woman gazing off. Words Displayed: What was my legacy? What did I leave here?

**Describer:** Logo for The Next Frontier Podcast Series. Words Displayed: Subscribe to the podcast series on your favorite platform. Icons for: Apple Podcast, Google Play, Stitcher, Libsyn

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