



**September 2021**

**From the Desk of Bill Coppel**



As the school year gets into full swing, we're reminded that a good education can give us a leg up in life. But formal education is only one way to learn, and to remain relevant in the 21st century, our learning years shouldn't end when we receive our diplomas.

To survive and thrive in the evolving advice business, we need to be lifelong learners. No, I'm not talking about earning more CE credits. I'm talking about developing a "curiosity mindset" that allows for fresh thinking and new approaches that help us adapt to constant change.

The most successful financial advisors are always learning – drawing on skills and borrowing resources from the best in every field. So in this month's Digest, we're serving up insights that can help you challenge status quo thinking and gain new perspectives on what it means to productively navigate an industry in transition.

Be Well,

Bill

P.S. Look for TNF Digest in your e-mail inbox once a month. We hope you enjoy the content. Or, hit "unsubscribe" at the bottom of this message if you'd rather not hear from us.

William Coppel, Chief Client Growth Officer

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**THINGS WE LIKE**

## Learn to Get Better at Transitions

Thanks to longer, healthier lives, human beings face more life transitions than ever before. No matter what age or stage you're at, transitioning is a skill to work on. To do this, focus on four component skills.

[Read the full article >](#)

## To Control Your Life, Control What You Pay Attention To

Better attention management leads to improved productivity, but it's about much more than checking things off a to-do list. The ultimate result is the ability to create a life of choice, around things that are important to you. [Read the full article >](#)



### Ethan Zuckerman: Building A Trust Bridge in an Era of Misinformation

The concept of truth has been disrupted by misinformation and fabricated realities. In this episode, Ethan Zuckerman – a professor of public policy at the University of Massachusetts at Amherst, and the author of *Mistrust: Why Losing Faith in Institutions Provides the Tools to Transform Them*, joins host Bill Coppel – Managing Director & Chief Client Growth Officer at First Clearing – to explore what this means for financial advisors. [Listen to the podcast >](#)

### Alexis Wright: Becoming the Lifelong Learners of the Future

Is our educational system preparing us to be the lifelong learners we need to be for our individual and collective futures? Head of New City School, Alexis Wright, joins host Bill Coppel — Managing Director and Chief Client Growth Officer at First Clearing — to discuss how curiosity and emotional intelligence can help equip us to address unknown future problems. [Listen to the podcast >](#)

### Ellen Langer: Maybe It's Mindfulness

Mindfulness – It's a word that many people equate with meditation, but it's actually the simple process of noticing new things. Our guest, Dr. Ellen Langer, has conducted extensive research on the practice of mindfulness and insists that it can have enormous, profound effects. In this episode, she and host Bill Coppel— Managing Director and Chief Client Growth Officer at First Clearing — discuss how mindfulness leads us to be more engaged in whatever we're doing, which can have great application to the financial services industry. [Listen to the podcast >](#)



### Producer Brian Grazer Explains the "Curiosity Conversation"

For decades, film and TV producer Brian Grazer has scheduled a weekly "curiosity conversation" with an accomplished stranger. Watch him explain how an inquisitive mindset can transform your personal and professional life and lead to creative breakthroughs. [View the video >](#)

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