

Andrew's Story

Background & History

I started my career in the Financial Advising Industry in 1988 with AMP as an agent and then in 1991 I resigned and became a Self Employed Financial Adviser here in WA. I was born and raised in Poland where I followed in my father's footsteps and completed a Master's Degree in Agriculture. For 10 years I worked as an Agronomist advising farmers on how to improve efficiency and production on their farms. My confidence and experience in offering advice started here. On arriving in Australia in 1981, I studied to improve my English and while doing so worked in market gardening sometimes working up 14 hours a day, an then in horticulture doing occupational therapy and helping people with disabilities, before starting in the Financial Advising Industry in 1988.

What this means to you is that I've had exposure to lots of people and ideas from many different industries and backgrounds and I have an excellent understanding of what works and what does not work for families and small and medium sized business...! So you can benefit from my experience and 'fast track' what you do in yours.

Milestones & Achievements

I am an active member of the Association of Financial Advisers (AFA) and I embrace and adopt the strict 'code of conduct' of that professional body.

My achievements have seen me qualify for the prestigious international Million Dollar Round Table (MDRT) organisation. I am continually improving my knowledge and maintain a high standard of education and professional development in order to keep at the 'cutting edge' of complex strategies and the latest developments in the industry to share this knowledge with my clients.

In October 2013, I was awarded a certificate by Toast Masters International in Communications - including public speaking.

Now I don't tell you these things to impress you . . . I tell you to "impress upon you" the type of work that my company does from our little office in 'down town' Bentley!



Approach & Philosophy

I have worn every hat in our business

I have drilled holes, put out the bins and vacuumed the floor . . . paid the accounts, done the HR . . .

All the way through to developing strategic planning & 'big picture' thinking!

I've taken on every role in our business

I've also worked with more than 800 clients from every walk of life, from all parts of Australia.

I know what business looks like in the GOOD TIMES; I also know what business looks like in BAD TIMES..... I've been working with my clients for over 25 years – through the good times and the bad times - to great success!

So when I talk to you about growing and protecting what you have worked hard to achieve, I know I am in a great position to offer you some "fast track" quick wins regarding your life goals, achievements and your business that you can implement straight away.

Personal

My wife and I support many charities e.g. Compassion Australia (sponsoring two children), Fred Hallows Foundation, Children's Cancer Institute, Fight Cancer Foundation, Red Cross, Vision Australia and a number of others. We basically adopted a family in Bali nearly 5 years ago, consisting of a husband, wife and 3 daughters and 1 son. We are helping with the children's education. We also helped them buy a brand new Toyota Innova, 7 Seater (people mover) in order for Putu, the father, to start his own taxi business as he had lost his job. We have been teaching him how to run his business as the saying goes "Give a man a fish you feed him for a day you teach him how to fish and you feed him for a life time."

I'm also very much a family man. I am married to my loving wife Siona between us we have 2 sons, 1 daughter, 1 son-in-law and 1 daughter-in-law and we are blessed with 4 beautiful healthy grandchildren. I have always been successfully involved with the financial protection of their family's wealth and accumulation which gives me great satisfaction

