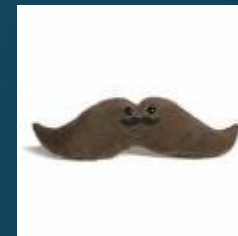


XV INTERNATIONAL CIFA FORUM

ADVISORS IN TROUBLED
WATERS?



Giorgio Canella

«Confidente personale»

Fiduciary planning and support to personal decisions

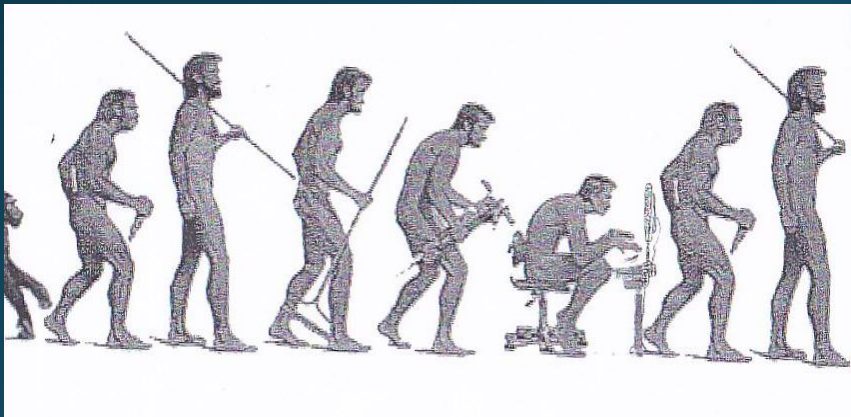
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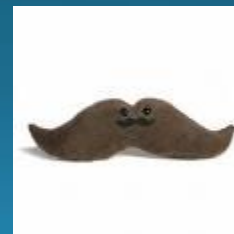
Advisors in troubled waters ?



«advisors»...scared by Robots ?



...or ADVISORS in Transition ????



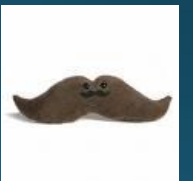


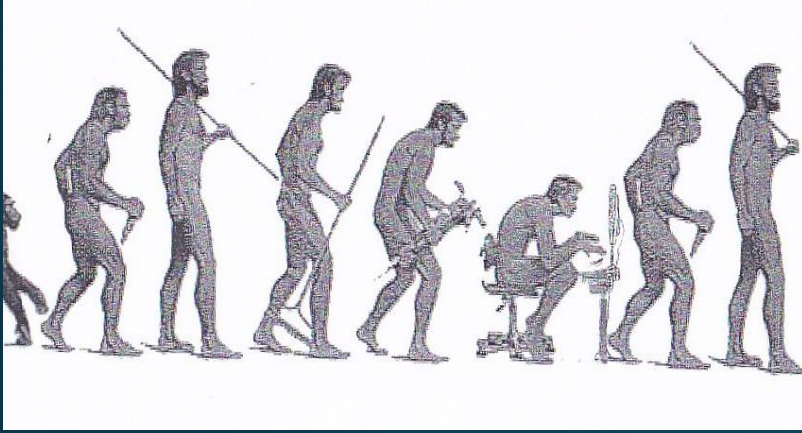
Robots? NO DOUBTS...THEY WILL HAVE A BIG SUCCESS, MAY BE, EVEN MUCH MORE THAN THE DOLLY ROBOT ONE...because



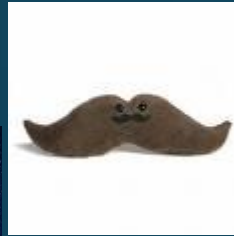
Because the Robot is the «BEST SELLER»...EVER..... IT IS LIKE A SOLDIER, NO DISCUSSIONS, EXECUTES ORDERS, NO TROUBLE DURING MARKET FLUCTUATIONS, NO CARE IF A CLIENT PROTESTS , NO STRIKES, NO ILL, NO HOLYDAYS, «REFRESHABLE» WHEN REQUESTEDAND THE INDUSTRY WILL PUSH, STRONGLY, THIS GOOD SELLER

SO, IF YOUR REAL WORK CONSISTS IN SELLING , YOU ARE RIGHT TO BE SCARED BY ROBOTS





I am an advisor in transition.....my transition is a work in progress since 30 years



My way, right now

CONFIDENTE PERSONALE

Fiduciary planning and support to personal decisions



LISTENING, QUESTIONS, POSSIBLY THE RIGHT QUESTIONS AT THE RIGHT TIME, UNDERSTANDING GOALS AND FEARS AND PROJECTS AND PERSONALITY, LOOKING FOR WISE, PERSONAL SOLUTIONS _(TOGETHER)... WALKING TOGETHER ON THE PATH OF LIFE UNTIL THE TIME THE CLIENT WANTS ...SHARING SECRETS ...NOT ONLY FINANCIAL SECRETS.. THE MOST EFFICIENT «CLUE»...BUT NOT EASY TO MANAGE

IF YOU ARE AN ADVISOR IN TRANSITION,
PLEASE, TAKE A LOT OF CARE WHEN YOU
DECIDE WHAT YOU WILL DO, WHAT YOUR
JOB WILL BE....BECAUSE YOUR JOB WILL
CONDITION THE QUALITY OF YOUR LIFE
(not only financially but also on other sides)
AND THE QUALITY OF THE LIFE OF PEOPLE
YOU LOVE.
HAVE A NICE AND COMFORTABLE DECISION
AND REMEMBER THAT, ALL COINS HAVE 2
SIDES ...and , sometimes, more sides



Giorgio Canella

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