

November 2024

Video - Helping Advisors Grow

[Footage of financial advisors in small groups in discussion with coaches.]

>Jaime Seim, Senior Financial Advisor: I'm sitting across from an advisor from another firm, one of the questions I'm going to ask them: What is your firm doing for you?

- > Eric Worrell, Senior Financial Advisor: You have to be committed to growth.
- > John Higgins, Private Wealth Financial Advisor: If you're not growing, your contracting. And so if you want to have a sustainable business and you want it to be robust, you need to dedicate your time and efforts towards growing your practice. And that's what this program is all about.

[On screen text: Growth programs for: advisors at all levels, your clients' success and your future.]

- > June Kronenberger, Senior Financial Advisor: At my former firm, we didn't have anything like this. This is you honing your skills and taking time out to really examine how you've been doing things and how you can do them better.
- > Sean McGrath, Private Wealth Financial Advisor: The peer-to-peer share and then having a framework built around that with coaches who really care deeply about your practice is fantastic.

[On screen text: Enrichment Programs, Intensive Programs, Custom Coaching, Leadership Support.]

- > Christie Nguyen, Senior Financial Advisor: Don't walk, run to this program.
- > Eric Worrell, Senior Financial Advisor: I would encourage all advisors to take advantage of it.
- > Jaime Seim, Senior Financial Advisor: I think what we have is as good as there is, and it's why I'm here.

[Footage transitions to a full-screen exterior image of the Wells Fargo offices at Hudson Yards, Manhattan, New York. The image de-focuses to a text graphic. The text reads as follows:]

**[Wells Fargo Wealth & Investment Management Logo]
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