



ACCELERATOR #5

FREELY GIVE GOOD ADVICE



ANDREW GALBRAITH INVESTMENT ADVISOR & FINANCIAL PLANNER - BMO NESBITT BURNS

“It’s important to, I guess freely give good advice. You know, don’t be stingy with that. Part of working hard and becoming an expert in your field, then people will naturally look to you for advice. I don’t keep it a secret. I’m not a pushy salesperson. I’m interested, in you know, what I sell as a wealth management service and relationships. So, I’m not afraid to let people know that. You’re still going to get - whether or not we do business together - I’m going to give some good advice, and if that works for you and we have a good relationship then we’ll continue, but if not, I mean, you know, I wish you all the success in the world. I want you to do well regardless.”

