



# ACCELERATOR #6

## THE NEXT OPPORTUNITY



**PHOEBE KIM**  
SENIOR PRIVATE BANKER - TD WEALTH PRIVATE CLIENT GROUP

“There are a lot of opportunities just passing by. If you want to grab them you have to be ready and often, every time I made progress in my role, then my creditors were there, not for my current job, actually for the job ahead of me.”



**SIMON PARTINGTON**  
INVESTMENT ADVISOR - RICHARDSON GMP

“Having the mentality that you want to take that business to the next level and then go out and do it, and then ask for the raises, or ask for more after that. Show them what you can do first and then they don’t want to lose you. Then you become invaluable to that group or that team, and so that’s what I did with my first role, I continued to take on more and more responsibility, to become ingrained into the practice and through that other advisors saw what I was doing and referred me to this other practice. They have just lost their associate; they are looking for somebody; they’re a little older, you know, they could be retiring in the next few years - you may want to talk to them, and it would be a great way to start a business, start a practice, is through succession, through their business.”



**PHOEBE KIM**  
SENIOR PRIVATE BANKER - TD WEALTH PRIVATE CLIENT GROUP

“There’s a certain step that they have to take, and each, every step they make they have to be forward thinking. Right? You cannot, just, let me think about, I want to do this next, you also want to think about what’s after this, and you need to be prepared for that.”



**DANIEL KRATOCHVIL**  
**SENIOR COMPLIANCE OFFICER - KNOWLEDGE FIRST FINANCIAL INC.**

“Know why you want that opportunity. You may be out there looking at a few different avenues. They may be even vastly different from one another, but if you can pick out the one or two key areas in each and gravitate towards that and play that up, then that’s going to help you a lot. It’s going show your interest, and you’re going to have more comfortable answers, and you’re going to be able to speak better in the interview as well.”

