



ACCELERATOR #10

THINK OUTSIDE THE BANK



PHOEBE KIM
SENIOR PRIVATE BANKER - TD WEALTH PRIVATE CLIENT GROUP

“What I did was, that I actually think about, who needs a bank account? Who needs a new bank account? Some people, who is new to country? So I actually started contacting local agencies, who is handling immigration, student agencies, so I developed a relationship with them first, and it actually kind of evolved into quite successful referral resource. Six months later I was number one in the country, opening 30 checking accounts per day.”

