



# Money Matters with Les Conway

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## Putting you in Pole Position

We all have passions in life.

For some it's football, for others it's the theatre and a surprisingly large number of people are just as passionate about spotting trains as they are about giving standing ovations or cheering on their team.

Each to their own. As regular readers of my articles know I'm a huge motorsport fan. I always have been.

I'm also passionate about my business. As a lifestyle financial planner, my success really revolves around two key aspects.

The first is I look after my clients as professionally and personally as I can. And the second is two-fold by maintaining an attention to detail and being ultra-organised.

Last month saw the introduction of the new General Data Protection Regulations (GDPR). If you've not heard about it, then lucky you as it's quite a tedious and dry subject.

Seriously though, it's an important piece of legislation which protects the personal data companies, social organisations and even volunteer groups can hold or use. It affects us all and probably for the better.

For many businesses the implementation of getting GDPR compliant was a nuisance, a headache and I have heard anecdotes about several firms across a range of industries cutting corners.



But when you are passionate about something, everything becomes a lot easier. For us, getting ourselves ready for GDPR was dull work for sure, but we realised it was essential and certainly not the place to cut any corners.

In all levels of motorsport, especially at the very top, the attention to detail can be breathtaking.

It's an approach that increases the chances of success. And it's the same with lifestyle financial planning.

By being prepared to take the time to look at details, we put you in the driver's seat and on track for a brighter financial future.

Thanks for reading.

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