



Money Matters with Les Conway

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Love, Listening and Long-Term Relationships

For the hopeless romantics, last month we celebrated Valentine's Day.

For the cynical amongst us it's the date in the calendar when the shops go into overdrive selling all manner of heart shaped, stupid cupid-themed 'stuff'. A form of commercial emotional blackmail or a chance to show you care, it's your choice.

People have differing views about Valentine's Day. Some love it, some hate it. One thing those for and against have in common is everyone loves to be listened to.

Think about it. When was the last time you were having a conversation and felt the person you were talking with wasn't listening to you? It's totally off-putting isn't it?

The most common underlying cause in divorce cases is a breakdown of communication. People either stop talking, stop listening or in a lot of cases both.

Without wishing to tempt fate, I've been happily married for nearly thirty two years. During that time, I like to think I've become a very good listener (although if you ask my wife she may have a different view).

A crucial part of being a successful lifestyle financial planner is being a good listener. Crucially, I need to find out what people want from their life. Rather than being caught up with how much money they have. I'm not



being nosy, I just need to know. I listen to how they'd love their lifestyle to be and then we work out how much money they need to make that happen.

The old saying, we have two ears and one mouth for a good reason is bang on the money when it comes to good lifestyle financial planning. Why? Well it's critical that I learn what kind of lifestyle people want and when they want it by.

Successful relationships, whether in love or financial planning matters are about listening, understanding what the other person wants and working together as partners to achieve the end goal.

Thanks for reading.

Investments can fall as well as rise and you might get back less than you invested

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