

# “Transitioning to Independence” Video Transcript

[Music]

Dick Greco – Irvine, California – Chose INDEPENDENCE in 2010

## BUILDING Your Business

Building a business is all about, number one, being confident enough to do it, and to have that confidence is knowing that you have support, and if the support's there, again, it's not that difficult to do.

## Why INDEPENDENCE?

In a wirehouse environment, I think that you lose a little bit of that pride. They always say that you have this client relationship, but when you think about it, it really is not your client—it's theirs. When you're independent and you own what you do, there's a lot more pride to it—a lot more controls, you don't have direct supervision, management telling you what to do day-in and day-out. So you kind of make your own business the way you want it, and it's what I'm used to doing and it's what I enjoy doing.

## Your move to FiNet

I thought it was very easy. I had a lot of support. It was probably one of the easiest things I've done as an independent and starting a company. The relationship with your clients doesn't change, the brand is excellent, so I never had any issues with moving clients.

## GROWING your Practice

It's actually kind of fun recruiting because it's not hard. You can bring people here to the home office. They talk to them directly. They do a lot of the support. Again, it's all about culture. Wells has a fantastic culture. All I have to do is bring people here, and pretty much it sells itself.

Find out how Wells Fargo Advisors Financial Network Simplified Independence – [www.wfafinet.com](http://www.wfafinet.com)

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