



**Mary Keetch**

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When dreaming of life's big purchases – a home of our own, a nest egg, an insurance safety net – Mary Keetch finds “people are tired of being told to ‘sign here’ without discussion or a comfortable understanding to ***‘move forward with financial confidence’***”.

Marking 20 years (2012) in the financial industry, Mary's seen that “when people have – and understand – the facts, they'll naturally make decisions informed by their best interests”. For example...

One family facing bankruptcy hoped for a home with their children, but it felt impossible. Mary suggested detailing a month's spending. Then, with \$400 unaccounted for, advised logging, daily, even tiny expenses. Day 20, the wife called, near hysterics. “We found it! It's ordering pizzas!” Easy to cut such incidentals (once found), money freed up and the family settled in their own palace. “I was glad to see them so happy, guiding them as a professional courtesy. They were so appreciative, they became long-term clients... the ultimate compliment,” Mary smiles.

When another client became widowed, Mary offered to meet, just to reassure her and her family about an existing investment. (Throughout all accounts, Mary prompts a conversation if/when a shift is meaningful for a client's options.) Comforted by such consideration, the widow thanked Mary with an unexpected gesture: consolidating her accounts over to Mary, seeing the benefits of her refreshingly pro-active approach.

These can be your success stories, too! (Personal, farm, and corporate clients welcome.) Entrust your plans to Mary's care so, together, you may choose a strategy to ***‘move forward with financial confidence’***.



*Mutual funds provided through FundEX Investments Inc.*