

Do you have a Body of Work? Neal Van Zutphen does...
Spotlight an Opportunity or Event - Action at Readers' Discretion responding by



Who to contact about this article: Neal Van Zutphen [Neal@IntrinsicWC.com, (480) 924-5613]

More information can be found here:

https://www.financialplanningassociation.org/learning/publications/journal/what-will-be-your-body-work?utm_source=jfp&utm_medium=digital_edition&utm_campaign=aug_22

Additional Resources: www.IntrinsicWealthCounsel.com

In Case You Missed - A Must Read from the Journal of Financial Planning

Our former President and member of our chapter penned an excellent article in the Voices column of the August 2022 Journal of Financial Planning.

Neil Van Zutphen, CFP®, FBS, CRPC tells the story of being contacted by the daughter of a client after his death. It caused him to recall the very positive relationship he had with the client and to note that all professionals --- Writers, musicians, academics, presidents, actors, architects, and many others --- have a Body of Work.

Clients depend on us to help them develop plans that help them achieve their goals throughout their lifetimes and beyond. He points out the importance of recognizing the uniqueness of our responsibility; that helping clients achieve their ideal selves financially is the real reward we experience as we create plans that transcend time and generations.

He concludes by asking us, rhetorically, about our Body of Work and how we will measure its success. He urges us to focus on unwavering commitment to something greater than ourselves, the financial success of our clients.

Need more information/help on this topic?

Contact the chapter:

1. E-mail Admin@FPAofPhoenix.org,
2. Use the article Headline as the email Subject line,
3. Identify the information/help you are seeking in the body of your email.

Or call us! 480-483-9035



By **Frederick Hill**, posted on 7/5/2023 for news from 8/1/2022

New to our state, new to our chapter, and new to the profession, Fred Hill immediately held up his hand to help the chapter start to tell our stories!

Responsibility of:

Communications