

LEADERS

Learning the Rules of the Road

A Beginning Advisor's Journey

By GNA Greenwell

When we set out on a journey, we make sure to pack our bags with all the essentials. We count down the days until our departure with mounting anticipation. Depending on our destination, we might also feel some apprehension. Those who have traveled to another country, where you did not speak the language or understand the culture, know what I am talking about—the fear associated with the unknown. In the journey of a beginning advisor, fear of the unknown may rest in seeing, possibly for the first time, a colorful new landscape whose panorama of sights and sounds represent the complex and dynamic path upon which they have chosen to travel.