



PACIFIC CAPITAL



November 21, 2019

THANK YOU!

8 years ago I started Pacific Capital (11/11/11) after 9 years at the big bank. It wasn't easy to resist that lucrative cheese on the corporate mousetrap (offered by all the big investment banks) to instead become an independent [FIDUCIARY](#). No more commissions, incentives/rewards trips, no more sponsored golf outings, bonuses, etc. Instead, it was time to break free from the bureaucracy and focus 100% on helping clients succeed. When you succeed, we succeed.

Last week at a Gala with over 1,000 people in attendance, I was recognized as a Top 3 Finalist for the "2019 Spirit of the Entrepreneur Awards" encompassing 16 cities in our region. The awards ceremony was humbling and meant a lot to me. Most of you are entrepreneurs as well. Everyone on our team has an "entrepreneurial spirit " to persevere, innovate, and improve.

Over dinner, our family reminisced and talked about the decision to start Pacific Capital back in 2011. I remember feeling stress and nervous excitement, but my heart and soul was fully committed to creating a successful business. I am happy to share that Pacific Capital has grown for 8 consecutive years!

Thank you to my wife, family, friends, team, and especially you, **OUR CLIENTS**. Our mission is to help you enjoy life by removing your stress about money and our sole focus is helping you succeed. I sincerely appreciate you and thank you for your trust and confidence in our team.

If you aren't already a client of ours and would like to get a professional checkup done, feel free to schedule a brief **Goals Conversation® with our team by visiting our [website](#) today - no cost or obligation involved. You may also click [HERE](#) for our google reviews.*

