



STARTING A NEW  
POSITIVE FINANCIAL  
CONVERSATION  
WITH YOUR  
CLIENTS

BUILDING A MEANINGFUL  
CONNECTION TO  
FINANCIAL EMPOWERMENT

# A JOURNEY OF PASSION AND PURPOSE




TIER ONE INVESTMENTS



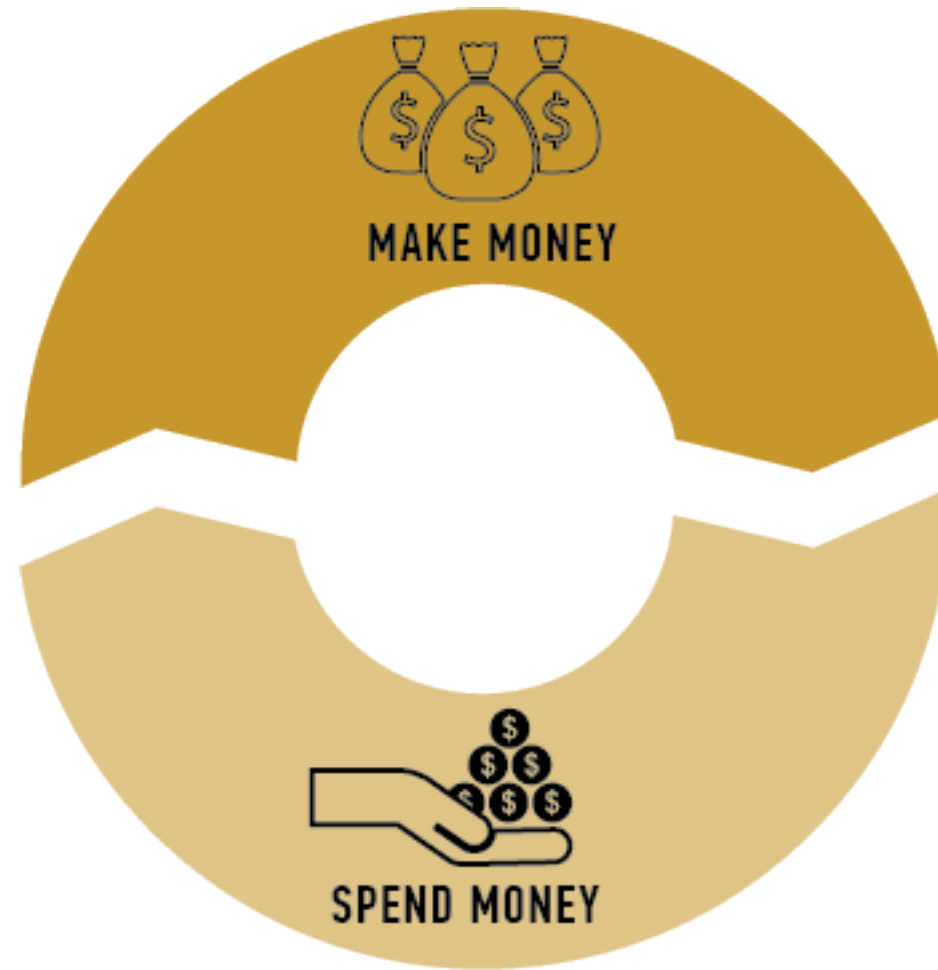


# EMOTIONS AND MONEY

A young boy with short brown hair and large, silver-rimmed glasses is sitting in a black chair. He is holding a yellow pencil behind his ear. He is wearing a light blue, short-sleeved button-down shirt. He is positioned between two very tall stacks of books. The stack on the left is on the floor, and the stack on the right is on a desk. The background is plain white.

**From the start,  
we've been taught  
to think about  
money**

# THE MAKE-SPEND CYCLE



# THE MAKE-SPEND CYCLE

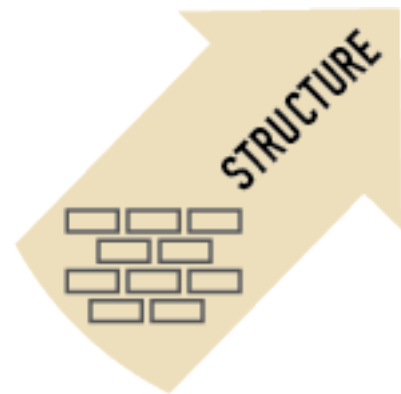


THE POPULAR BELIEF OF

# FINANCIAL EMPOWERMENT



**YOU**



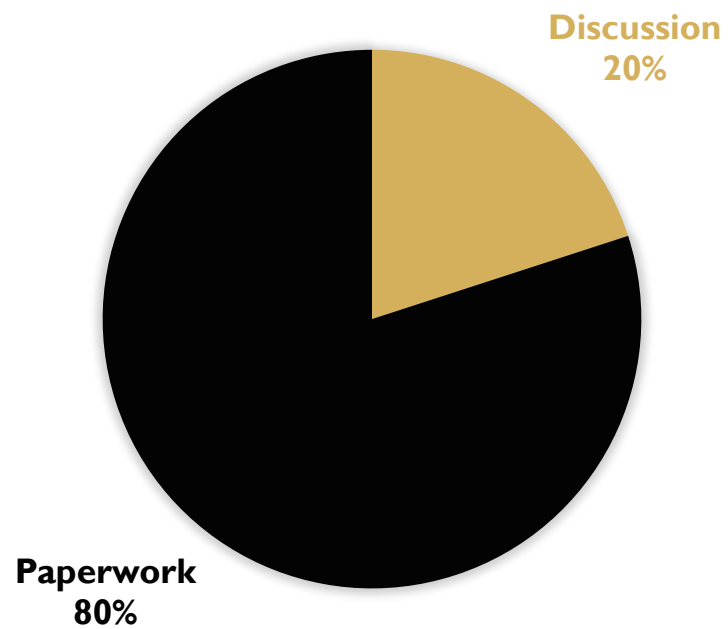
DPSP YTM AUA SEC  
DCA RPP TFSA  
401K MTAR RESP YTM ARP  
IIROC PAC MTR TSX NAV  
SWP APS  
MER NYSE IPP DJIA ACB  
IRR CFP RRSP  
IMF RESP CPI

HOW DO YOU FEEL?



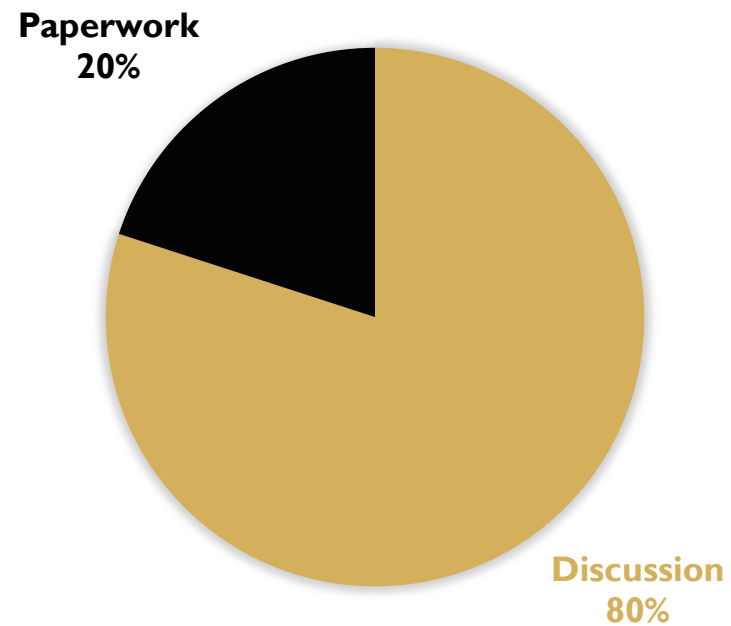
# THE WAY THIS FEELS AS AN ADVISOR

## MEETING FOCUS



# CHANGING THE CONVERSATION BRINGS...

## MEETING FOCUS



THEN WHAT IS...

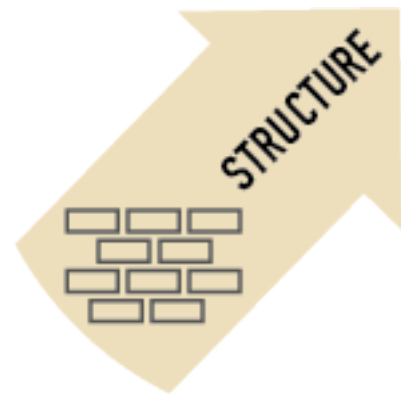
# FINANCIAL EMPOWERMENT

---

# FINANCIAL EMPOWERMENT

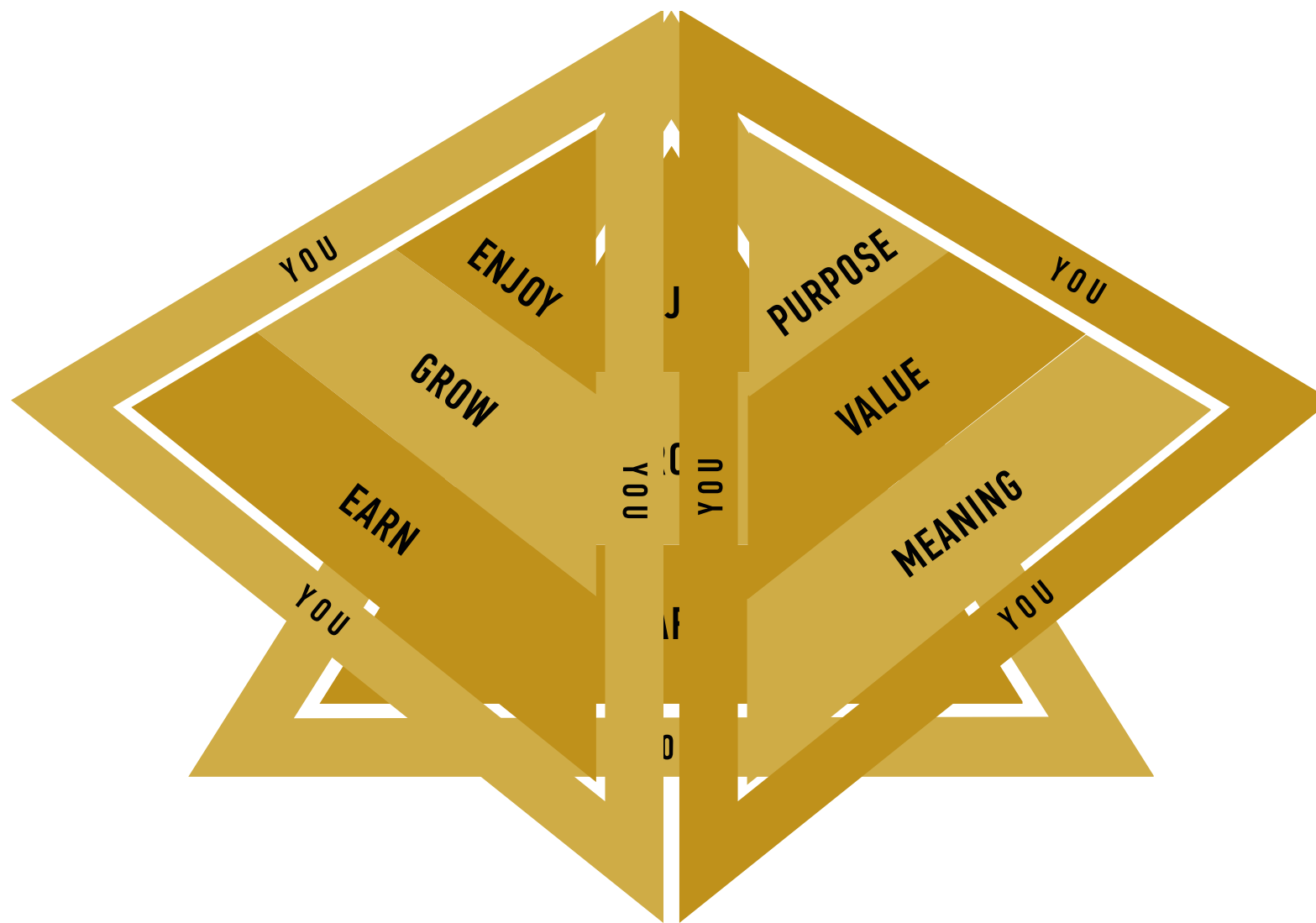


**YOU**









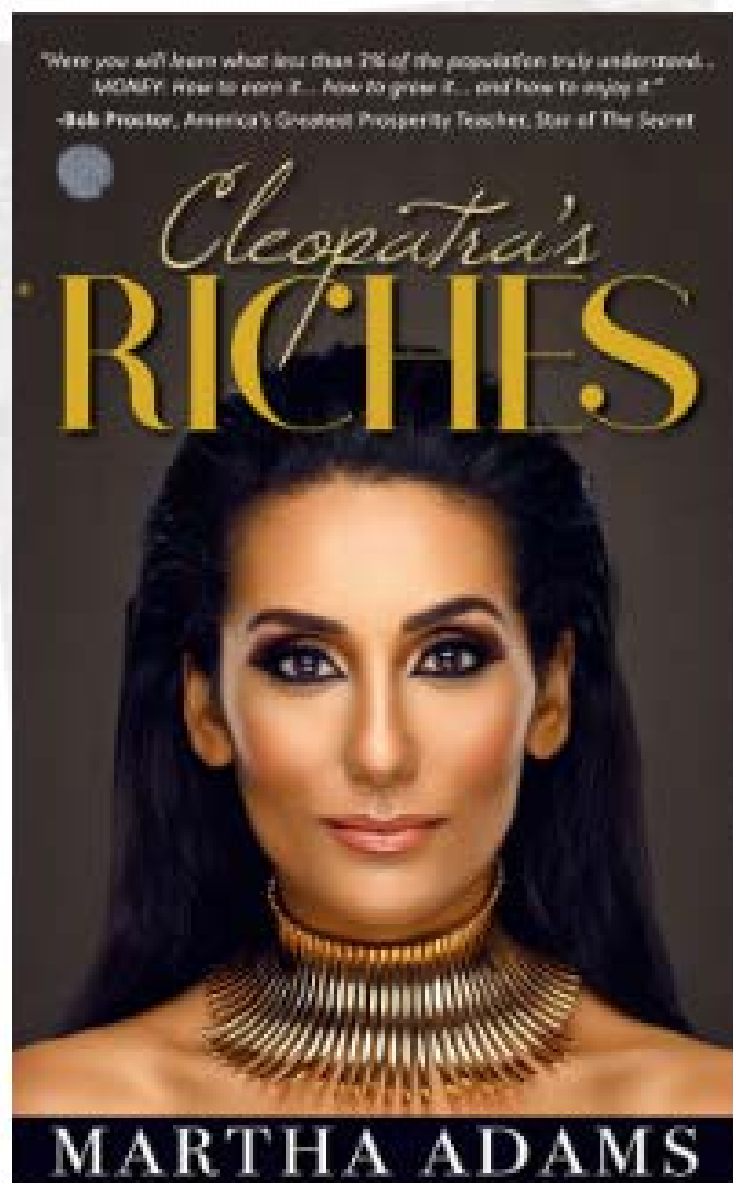
# THE MAKE-SPEND CYCLE







## EMOTIONALIZING TO THE POSITIVE



# Now Available!

---

It's time to start the money  
conversation that you want to have.

available at  
**amazon**

## CONTINUE THE CONVERSATION



[www.MarthaAdamsMedia.com](http://www.MarthaAdamsMedia.com)



The Positive Financial Conversation with Martha Adams



@MarthaAdamsMedia



<https://www.linkedin.com/in/marthaadamsmedia/>