

10 QUESTIONS FOR WOLFGANG KLEIN

Wolfgang Klein has been running a sophisticated downtown advisory practice for many years. The well-known, high-performance advisor took a few minutes out to answer our 10 questions.

1 What do you love about the industry?

We have the ability to really help people, giving us purpose and meaning in our lives. We matter, which is a nice feeling. Other loves include the ability to grow a business to limitless potential. We work for no one other than our clients.

2 What are your concerns about the industry?

I don't really have any. The industry is constantly evolving, like a live ecosystem, through regulation, new products, technology and global competition, and as such, we must keep up with the change.

3 What kind of client do you love?

Our clients are smart, honest, real people with real lives, real needs, real wishes and real concerns. Our clients have a real trust in us that we will do what we promise, we will work hard guarding and growing their money, and we will do so honestly and ethically.

4 Is there one client who stands out in your mind?

The clients who really stand out are the ones who have been with me since my rookie days, some 14 years ago. Through thick and thin, they felt that I was always doing the best possible under the various circumstances. To those 15 or 20 dear friends, I salute you.

5 If you weren't an advisor, what would you be doing?

I would have perhaps become a manager of some sort. But I knew for many years that Bay Street was for me. So really there was no alternative.

6 What's your favourite thing to do outside the office?

I love my family. I have a gorgeous, loving wife, Kathleen, and three beautiful children all under the age of 13 whom

I spend all my free time with. From hockey to skiing to time at the family cottage, my family is my life. What else is there?

7 What is one time you really went out of your way to help a client?

Thirteen years ago, an entertainment industry executive who lost their job received a package of \$165,000 in the form of a LIRA and RRSP. They knew little about the world of investing, and as such, hired me to manage their nest egg. Their account today is valued at \$540,000, a compounded growth rate of better than 9% – and that in a difficult decade, to say the least. Recall that the Twin Towers fell in 2001, in 2008 we had the worst market crash since the Great Depression, and in 2011 we had a European debt crisis and an American debt debate race against the clock, followed by America losing its triple A status.

8 What keeps you going?

I have money to invest, and money never sleeps.

9 What are your own retirement plans?

I could retire now, but I am way too young to do so. Retirement is about choice of lifestyle, and I love my lifestyle. Perhaps this is the new retirement, whereby you go to work because you want to, and not out of necessity.

10 What's the best part of the job?

There are so many great aspects to this job. The money is great. The markets are so much fun – most times, that is – to watch and participate in. I undertake a variety of tasks on a daily basis, from doing media interviews to speaking with highly intelligent analysts and strategists to lifelong learning, especially learning about new, emerging themes – say, cloud computing or health care or energy production.

I never stop learning, and I am becoming so much wiser each and every day. White hair is valued on Wall Street, which is nice to see in a young person's world. **WP**

