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*"You **can** be wildly successful in this new era of Financial Advising **without** working yourself into the ground." – Kirsten Lewis*

Long before Wall Street ever went pear-shaped, visionary "advisor to advisors", Kirsten Lewis, was already using a refreshing approach to client and asset attraction and becoming a great deal wealthier for doing so.

An insightful early adopter, Kirsten has been practicing for years what have recently become the unofficial rules of marketing for the Financial Advisor of the 21st Century:

- Being Real
- Being Genuine
- Being Transparent

With a career in the world of wealth management spanning across 18 years, Kirsten's career as a financial advisor revved up in 1991 at PaineWebber. Before entering the field of financial services, Kirsten succeeded as a high end art dealer in Europe and the US, apprenticing with some of the greatest art dealers in the world until starting her own private dealing practice.

As an emerging financial advisor at PaineWebber, Kirsten decided to ignore the dusty old traditional methods for marketing financial services to develop a revolutionary system of her own based upon what she learned by growing her art dealing practice. Many of her methods for attracting high net worth clients and an enviable production level as a financial advisor have roots in the practices she used as an art dealer.

She discovered her talent for connecting with clients on a personal level was a key to reaching success in both the world of art and the world of finance. It was discovering this secret and building a system around it that helped Kirsten achieve the lifestyle she'd always dreamed of.

Using her no-fail client and asset attraction approach, it didn’t take long for glass ceilings to shatter all around Kirsten in the male dominated world of financial services. From 1993-2003 she was not only a stand-out financial advisor, but also a producing branch manager and highly sought after financial advisor coach.

During this time, Kirsten was facing the challenge of single motherhood head on. A sure-fire method for client attraction became essential for Kirsten to support her goal of becoming financially successful without working more so she could remain active in the lives of her children.

As she worked, she continued to tweak her amazing system and it continued to work. All of her work paid off in a huge way. Kirsten became an instant phenomenon among her fellow Financial Advisors when she struck the elusive work/life balance that allowed her to be there for her family while enjoying an annual growth rate of 45%.

She was also speaking at industry events across the nation during this period, educating colleagues about her own fool-proof system for building client and asset attraction which led to her coveted position as a high growth financial advisor.

From 2003 to 2007, Kirsten was busy taking Citi Smith Barney by storm, serving as first vice president and non-producing branch manager. Soon after she started managing two small branches, she received a promotion which saw her directing a multi-million dollar branch. One branch under her management exceeded its highest revenue growth ever by doubling production in three years. Her team building and coaching program was responsible for a 248% annual growth rate for a satellite branch during the same timeframe.

Kirsten's proven client and asset attraction practices, dedication to continual improvement and lifelong learning is demonstrated through her achievements in building a wealth management practice, where her average account was $10+ million, and every year in the business reflects continual increases.

Her career has been highlighted by maintaining an average annual growth rate of approximately 20%, with a significant number of years in the 40% range.

In recent years, Kirsten has become the ‘go-to’ guru for Financial Advisors ready to enter the 21st Century in their client and asset attraction methods. She is committed to bringing the same level of production she has enjoyed to her colleagues across the world and the system she has developed can be replicated and used by any Financial Advisor, regardless of what stage of business they're in.

Kirsten knows what works to bring in more clients and assets in today's economic climate. Using Inspired Advisor as her platform, she shares her proven systems for client attraction directly with Financial Advisors who want to know how to bring in more clients and assets without having to work as hard.

Today, Kirsten enjoys a wonderful lifestyle including lots of family time and plenty of golf. She discovered early on in her career that the secret to attracting clients is not working more hours but being transparent and genuine during the hours you do work.