FPA Philly Member Spotlight

Get to know FPA Philly member Christopher Lyman.

1. **How long have you been a member of FPA?**
   I joined in December, 2017.

2. **Tell us a little bit about your personal background.**
   I grew up in Horsham, PA and studied at Monmouth University in West Long Branch, NJ. I always wanted to own my own business, and this was a great career to achieve that dream; but I wanted some financial security and real work experience before jumping in. My first jobs out of college were as a liaison between the top field producers and the home office for Prudential and then Penn Mutual.

   During this time, I gained invaluable insight into the many different facets of this profession from some of the top advisors in the field for those companies.

3. **What was your first job?**
   Delivering Newspapers for the Philadelphia Inquirer.

4. **What motivated you to become a financial planner?**
   The first time I saw the interest get stamped into my bank account booklet for my savings account at the Hatboro Federal Savings bank I was hooked. The fact that people would pay you, if you allowed them to utilize your excess cash, fascinated me.It has been a personal and professional passion ever since.

5. **What do you find most rewarding about your job?**
   When someone who is near retirement and is really dis-liking their current career situation and you give them the peace of mind to be able to retire immediately if they want.

   I have had 3 people since I began this practice call me a week or two after finishing their Financial Plan and tell me they quit their job and are moving to their retirement home because of the analysis I provided. That feels wonderful!

6. **What do you find most rewarding about your association with FPA Philly?**
Being able to socialize with others in my profession to speak about industry trends and also continue to gain further insight and advice for my own practice based off their experiences.

7. **What do you like to do in your spare time?**
Enjoy the outdoors as much as possible. I am involved in the National Park Conservation Association and the local chapter of the Appalachian Mountain Club. It is a lifelong goal of my wife and I to visit every national park in America.

8. **What advice do you have for new financial planners?**
Habit and attitude are the only things that matter when you start. Learn the things that made others in this profession successful and do them without hesitation ON A DAILY BASIS. Starting out in this career can be tough, it is very important for you to stay as positive as possible by having a good personal support structure but also taking time each day to read/listen to positive reinforcement. Do this every single day too!

9. **What is your all-time favorite movie?**
It is a tad embarrassing to say but Independence Day with Will Smith. He was a local guy who made it big and I am a sucker for a good action flick. I have seen it well over a hundred times and will still watch it if I come across it playing on TV.