

Le courrier des États-Unis

NEW YORK *Olivier Allain arrived for a few weeks. Ten years ago...*

When the American Dream Comes True

By Catya MARTIN

There was no reason to think that Olivier Allain was going to find his calling and make his future in the United States. When he came here more than ten years ago to join a friend to help him get through a rough period, Olivier quickly realized after three months that he was made for this country, and very quickly informed his parents of his intention...not to go home. "Nothing could have stopped me," he says. "I felt as if I was being carried by a wave, by something I had never felt before." He then decided to take intensive English courses combined with odd jobs so he could finance his 20 hours of English lessons every week. After a year and a half, and having mastered the rudiments of the language, Olivier enrolled in university level finance courses. Three years later, he got his first chance at Morgan Stanley as a financial consultant. "At Morgan Stanley, I learned the practice and techniques of financial consulting." He explains. "That job reinforced my choices. I quickly understood that I was made for this business. It's truly a passion more than it is a job." Some months later, this young Frenchman

Without any experience, a young Frenchman found his calling in the United States

was given responsibilities even though he knew that he was not going to stay with that highly structured firm. He was not comfortable with the atmosphere or spirit of an over large group. "I'm not comfortable with the competitive spirit that exists at large companies. I felt as if I was working in a factory and I wanted to have closer, more personal relationships with my clients." After gaining experience at a large group, Olivier decided to join a less constricting, but equally large company. So for the past few years, he has worked for LPL Financial Services, where he has developed a true relationship of trust with his clients. Quite naturally, he maintains close relationships with the French community. Offering a wide range of products with no pressure or obligation, he manages his time and his clients himself. "I aim to select products that are high-quality and fairly conservative," he explains. "I don't make my clients take risks they are uncomfortable with, and I don't pressure them."

The portfolios handled by this young financial consultant range from a few thousand dollars to multi-million dollar portfolios. "My aim is for my clients to achieve their financial goals without stress," he says. "Although I work a lot with the French community, it's primarily to help them manage their money best in a world that many of them have little, or no knowledge of. My role is to explain to them how things work here," he adds. "If you take a Frenchman with children who wants to stay in the United States, you have to explain to him that, to finance his children's education, he has to start saving very early. That's not something French people are used to. If no one helps you, it's not obvious how to do it."

"I also act as an advisor for retirement, insurance, or tax relief." His work is an integral part of his life. His dream came true when he found his calling in a country where everything is possible. In France, he never would have had such opportunities with no experience in the world of finance. Olivier has realized the American dream that a lot of people talk about and he definitely intends to keep living it for as long as possible.



Something of a true financial genius, Olivier Allain found his calling and his country nearly ten years ago when he moved to the United states. (Photo DR)

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