
**Sean Lasko, Senior Investment
Counsellor, Manulife Private Wealth**

My name is Sean Lasko.

I'm a senior investment counsellor at Manulife Private Wealth. I'm a chartered financial analyst and certified financial planner, and I've been with the organization for close to 14 years. I've always been good with numbers.

I've always had a fondness of statistics. I never really enjoyed accounting, so I kind of found my way into finance by chance and I've just run with it ever since.

I enjoy what I do. It combines mathematics and dealing with people and it's a really enjoyable profession. I'm happy to be doing it.

When a client comes on board, we have to have a frank discussion about the amount of risk they want to take with their money, the return they're looking to achieve. Now we have to match their investment goals with a financial plan. So we need to capture their assets, their liabilities, income, expenses and pair with that investment plan to make sure the entire comprehensive aspect of their situation lines up.

Most people don't understand that investing is not necessarily gambling. It's a specified approach that balances a client's return objectives with their risk tolerance.

My job is to repeatedly and regularly have conversations with my clients. It includes education as well as continual review of performance and the investments that they hold. I am the trusted fiduciary with my clients, which means they are very comfortable delegating investment authority to me.

As there's a lot of trust placed in this relationship, I am very much interested in delivering on my promises. I've been with Manulife Private Wealth for close to 14 years now, since we started the business, and it's been absolutely a wonderful ride ever since.