
**Wen Pintar, Investment Counsellor,
Manulife Private Wealth**

My name is Wen. I'm an investment counsellor. I help affluent families and individuals to make sound financial decisions.

The first part of my career I used to develop investment strategies for institutions. Then when I switched to private wealth, I realized every portfolio has a person's real life behind it. There's a person making important financial decisions. "I might be able to retire," umm, "Will my family be taken care of?" So those are important questions, decisions, and I would like to be part of that.

What I really like about what I do is the clarity and confidence that clients get after they meet with me. Many of my clients are very successful, and successful at what they do. And they built the wealth through hard work. However, a lot of them still have questions.

So the first conversation usually is not all about investments. I sometimes don't even mention the markets. It's really about understanding and knowing the person sitting in front of you.

My clients get the holistic financial planning services. We don't sell product. Not only do we manage their investments, but we also help them for their financial planning, for tax planning, for estate planning.

The great thing about working with Manulife as a big insurance company is we got you covered in all aspects of your life. At MPW, you're really getting the white glove services.

I hope clients say that Wen makes complex financial sounds simple. She always puts our best interests first. She offers clarity, gives us a sense of confidence about our future finance and peace of mind.

does not replace or supersede KYC (know your client) suitability, needs analysis or any other regulatory requirements.