

# PAST THE PANDEMIC

## REIMAGINING FINANCIAL SERVICES



Covid-19 has stripped the dressing off the wounds these diseconomies inflicted. Neither financial nor medical health can exist in a vacuum.



### It Will Change People's Behavior:



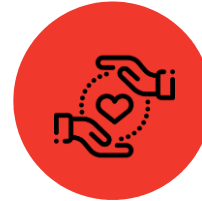
Where Life Happens



Where Work Happens



[Where Finance Happens](#)



Where Care Happens



Where Medicine Happens

### THE VIRUS

- Will not end with a vaccine.
- Will disrupt supply chains indefinitely and be influenced by medical unknowns.
- Will reshape the caregiving landscape and continue to wreak havoc on the middle class.
- Will continue to harm the demand side and force massive reallocation of human resources.

### Opportunities for THE FUTURE

We are at the beginning of this medical event. The virus is a catalyst for genuinely holistic discussion and action. It raised the game stakes for everyone, and it demands everyone's attention. It will force choices about wealth and health for the foreseeable future.

Financial advisors have a once in a career opportunity to expand and add value to their practice. Advisory firms and individual advisors need to manage with both a "telescope" pointed into the future, and a "microscope" focused tightly on the client's situation. Participants across the financial service industry who choose to, can demonstrate their relevance, and differentiate their value. Those who do not will suffer.

