Owl Financial

With you through life.®

Owl Financial Inspiring Interview

Festus Arishe , Executive Sales Manager

Festus' story is one of a range of inspiring interviews.

Find out more>

My Journey, Festus Arishe

We've collated a series of motivational case studies that show the journey of some of our most ambitious Advisers and Managers. It's fascinating to hear about their background, why they joined Owl, what motivates them and tips for others building their career in the business.

My Journey with Owl

I joined as a Protection Adviser in 2008 (at that time the business was part of another company). Prior to that, I worked as a Programme Manager in Nigeria supporting special projects, including a global youth exchange project which involved me travelling to and from the UK.

Learning and self-development has always been important to me, so I decided to do a Masters Degree in the UK. I successfully completed my MBA (which follows a degree I had in Agriculture Economics). Insurance wasn't something I'd thought about doing as a career. In fact, it was actually whilst at church that I got to thinking about insurance after a service by our pastor who preached about financial wisdom.

Now brought to my attention, it's something I wanted to look more into to make sure my wife and children were protected. I was given the details of someone who could help - an insurance adviser, who I must say I was impressed with. He was professional and seemed very happy, so I asked him more about what he does. It sounded great; the opportunity to earn a good income, help others, while working flexibly. He passed on my details to his manager who swiftly contacted me - I'm glad he did. He was very supportive and I knew after speaking to him, this is something I wanted to go ahead with.

I applied for the job and successfully passed the training first time. I was excited about the opportunity to earn, whilst working hours that suit me.

Eat. Sleep. Learn. Repeat!

I was keen to learn everything I could. I'd eat, drink, sleep insurance and take in all the knowledge I could. I was determined to master the sales process, the terminology and the products. And I would ask lots of questions. One of the best advice I got when starting out was from an experienced adviser who said 'don't get distracted'. Don't try to be a master of different trades, e.g. with 2 or 3 jobs. Focus!

I took on board her advice and still highly recommend it. By focusing on this as my main job, I was soon on a roll. After the initial apprehension, things started to take off - my confidence and appointments grew fast.

> I believe knowledge is power. Everything is learnable. If you don't know it - you can learn it! The more you do, the more confidence you'll have. It's great when you can use the skills you've developed to help others."

Continuous Development

I constantly challenge myself to learn and stretch my thinking. That's what appealed to me about the 'Million Dollar Round Table', where you get the opportunity to hear from elite financial services professionals from around the globe. I'm pleased that I've been able to qualify to attend their prestige annual meeting, on multiple occasions. I always come back inspired and motivated!

Over the past few years, I've passed the level 4 CII (Chartered Insurance Institute) diploma and also the CeMap mortgage qualification, both of which have helped me gain a good understanding of the industry and regulatory environment.

I sometimes get asked how do you stay motivated? In a nutshell, I like to surround myself with positive, ambitious people and spend as much time as I can listening to successful business leaders (e.g. when driving).

Combining Selling and Managing

Even though I manage, I continue to sell - it's one of the best parts of the job. It's not just about being able to lead by example. What I loved back then - as I do today, is meeting customers and helping them get better protected.

For some, the need for insurance has to be explained and I'm pleased I'm able to help them understand the benefits and peace of mind it brings. It's not always obvious to them, so I find real examples of customers who have successfully claimed helps.

My top tips

- Embrace the opportunity to learn and develop
- Set yourself clear goals and don't be afraid to ask others for advice / help
- Have a positive 'can do' attitude - you'll be surprised at just how much you can achieve
- Associate with successful people - I highly recommend networking events or listening to podcasts
- If at first you don't succeed, don't be put off - be resilient and keep going
- Don't forget why you're doing it - to help customers and their families in times of need

The Future

I am excited about the future and my plans to grow my business and support more customers. As well as having a team of Advisers with Owl Financial, I am also Principal of a firm offering mortgage and financial protection advice (part of The Openwork Partnership, a trading style of Openwork Ltd). All the studying and qualifications I have taken are being put to good use!

What an inspiring example of someone who has come from a non-insurance background, has worked hard and now has an exciting career ahead.

Thank you Festus for sharing your inspiring journey.