

# Owl Financial **Inspiring** Interview

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Kemmy Lawson, **Area Sales Manager**



Kemmy's story is one of a range of inspiring interviews.

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## My Journey, **Kemmy Lawson**

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 feel so blessed to have a career where I'm able to help people understand and benefit from insurance cover. I regard customers as friends and it's a privilege to help them and their loved ones. For me, my job is far more than simply selling cover. It means a lot to make a difference and be there to support customers in times of need"**

### What did you do before joining Owl?

Prior to Owl, I worked for the family business, supporting my husband - I did that for around 14 years. As a mum of four, my days were very busy; I was happy, but remember reflecting a lot on whether there's more I could be doing.

I recall a profound statement from a mentor **"the greatest tragedy in life is not death – it's life without a purpose"**.

This really got me thinking about how I could best make the most of my strengths. Whilst a career in computer science was an option (following on from my degree), I felt like that wasn't the career for me.

### So, what was your journey into Owl?

A few months before joining Owl, I bumped into a friend I hadn't seen for a while. She told me her husband was not feeling too well and was having tests. She explained that by the time he had gone to hospital to seek medical help, he was sadly diagnosed with having stage 3 cancer.


I was deeply saddened and affected by this - even more so six months later when my friend contacted me to say that her husband had passed away. I went to see her as soon as I got the message and understandably, she was distraught. She'd lost her husband and was left with three children. I'll never forget the uncontrollable tears.

She said she didn't have any insurance and was so worried about how she would cope. I hadn't even thought about the need for insurance prior to that. However, her story really struck a chord and I started to do some research and searched for an insurance company that could help in this type of situation.

And that's how I found Owl - I spoke to an Adviser, Kemi Onadipe, who arranged to meet me. I was impressed with the service and the explanation of how customers can be helped.

At the end of the meeting, I asked her "How can I do what you do?" And soon after my journey began.

I was introduced to my manager, Festus Arishe - and the rest is history. I realised that this was something I wanted to do. I applied for the job and since getting it I've not looked back.







### **What's one of the best things you like about the job?**

Meeting and helping people - not only my customers, but also Advisers in my team. It's great to be able help them build a career in the business, as I've done.

### **Any tips you'd like to share?**

I know getting referrals can sometimes be challenging. My top tip is to make the most of every opportunity you can to talk to others about what you do. And be proud of it. Doing what we do can make a massive difference to the lives of the families we protect.

### **What was the PASM (Potential Area Sales Manager) Programme like?**

Brilliant - the opportunity to network and get to know other aspiring managers was great. I was really excited that I got accepted on the PASM and I can't tell you what it meant when I heard the news that I had passed the course and could now be an Area Sales Manager. I have ambitious plans to grow my team and my business.

### **Next stage of my career journey**

I am delighted to have been accepted on to the Wealth Academy Programme, where I am studying for the CII (Chartered Institute) Level 4 Diploma.

I have also passed my CeMap mortgage qualifications and I am pleased that in addition to running my own team within Owl, I am a Mortgage and Protection Adviser working with a firm that is run by Principals who started their financial journey with Owl Financial. I am so grateful for the flexibility offered in terms of how I wish to build my career and business.

What an inspiring example of someone who came from a non-insurance background, has worked hard and now has an exciting career ahead, including manage her own team of Protection Advisers.

**Thank you Kemmy for being so committed and passionate about what you do.**

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