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My journey into Owl and the world of insurance started unexpectedly.

I got to hear about how financial protection can help from a conversation in my local hair salon. Back then, I was working in banking - an industry I'd worked in for years. I thought I'd probably retire doing the job I was doing. It was comfortable, but at the back of my mind I would sometimes think it would be nice to have a job where I could spend more time with my husband and family.

My job as a supervisor was a busy one, with long hours. I would usually be the first one in and the last one to leave. I worked in a bank branch in London for over five years and then prior to that I'd had various roles for other leading banking groups. Not sure why, but I always seemed to get a job with a bank. In fact, prior to coming to the UK, in the Philippines I also worked for a bank.

Fast forward to the conversation in the hair salon ... the lady who was speaking seemed really happy in her job. She was an Owl Financial Protection Adviser working in my now manager's team. I listened with interest. Whilst I wasn't actively looking, I was curious, so when she offered one of her business cards, I took it.

Over the next few months, I got on with my life and usual routine at the bank, although I kept the card. A turning point came after my husband experienced some serious medical issues and I really needed the flexibility to be there for him. It was a difficult time and dilemma for me.

I had a good, stable job but was not happy about the rigid approach to working hours. I decided to contact the number on the card and was referred to my now manager. I was given really good advice about not rushing into things and to give serious thought to when I would be ready to start a new career in insurance.

I took the advice and we continued to stay in touch from time to time over the next few months. It was about a year later when I decided enough was enough and took the plunge - I resigned from my job and since then, I've not looked back! Initially the thought of being self-employed was scary, but I can truly say the earnings, flexibility, and job satisfaction I enjoy have far exceeded my expectations.



Early days with Owl

My initial focus was on passing the necessary product tests - thankfully I was able to get through these with relative ease. When I first started, all I wanted was enough income to pay my bills and replace my monthly salary, which at the time was around £1800 per month. Whilst working at the bank I developed good rapport building skills which helped in my new role. Whilst I'm quite a shy person, when it comes to work, I've built confidence speaking to people and starting conversations.

From my first week working with Owl, I was able to make appointments and arrange cover for clients. I started with friends and family and word of mouth spread and I got referrals. However, I knew I needed to do more, and I've been able to make strong connections through networking.



How has networking helped?

My journey into networking wasn't marked by a conscious effort, but rather a pursuit of genuine connections. It all started in what we fondly called "Coffee Chat." These virtual gatherings took place within our Facebook group in the UK. We would come together online, sharing our life stories, our backgrounds, engaging in random chats about the ups and downs of motherhood, and creating a space where authentic connections could flourish.

For me, networking goes beyond the traditional notions of rapport or transactional help. I see it as genuine engagement, a real conversation about life that goes beyond professional facades. I believe in the patience required to build relationships organically. While my job is undoubtedly my bread and butter, I recognise the importance of a personalised approach that aligns with individual comfort levels. I firmly believe in first establishing a true connection. It's about understanding the person, connecting on a human level - after all, authentic connections are the foundation on which meaningful professional relationships are built.



It's crucial for me to build a foundation of trust with people, and this process often begins with discussions that go beyond the realm of protection.



What I love most about working with Owl Financial

It's being able to do a job I love, meeting people, working hours that mean I can be there for my family. I earn a good income - much more than I did before. I also have a really supportive manager and enjoy the culture at Owl. It's really diverse with people from many backgrounds.



Learning from others

I'm very driven and goal oriented and inspired by successful people who achieve their goals. I'll research and read what makes them successful plus ask lots of questions - my manager really helped with that, plus I reached out to others who gave me good advice.



Tips for others new to the business or thinking of joining Owl Financial

01. Make sure you love what have decided to do. Have passion for it - do it more for service and for the purpose of achieving your client's protection goals.
02. When you put service first, the rest will naturally follow.
03. Make time for your customers and don't ignore emails or messages you get.
04. Always make room for improvement.
05. Be authentic. What works for me may not work for you and vice versa. Discover your niche.
06. Be respectful and ethical.
07. Work hard, there is no easy way to success.



No message from my clients is ignored or left unanswered. Every interaction counts and could lead to a referral or opportunity to help.





What's next for you?

Right now, I'm focused on being the best financial Protection Adviser I can be for my clients. It's good to know that Owl has a 'Potential Area Sales Manager' (PASM) Programme, which offers Advisers the opportunity to become leaders – but for now I'm happy to focus on advising, building connections, and supporting my clients who need to claim.

It's one of the best parts of the job, hearing from those who have been helped with a financial payout. And it's always nice to get thank you messages. To be honest, I encourage feedback and make a point of asking clients what they thought about my service at the end of meetings.

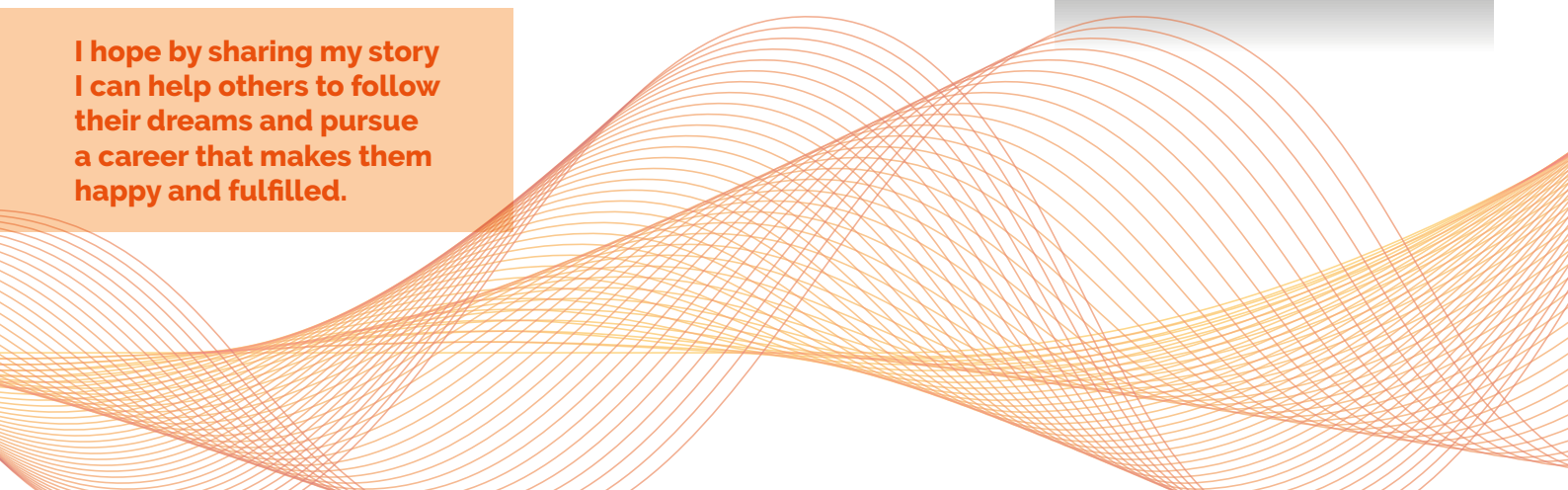
If they like me, they will usually happily recommend me and tell others. If there's something they feel I can improve on – I can learn. I plan to continue to build my client base in the Filipino and wider community.



At the end of each meeting, I ask my clients how happy they have been with my service. For every affirmation, there will be a recommendation.



I hope by sharing my story I can help others to follow their dreams and pursue a career that makes them happy and fulfilled.



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