

# Inspiring Interview



## Mihai Nechifor



*Taking a chance on a new job and career has paid off massively for Mihai – and not just for him, but also for the growing team of advisers he now leads.*



### **My Journey with Owl Financial – A Lifechanging Experience**

Before joining Owl, my career path had been quite varied. Back in Romania, I worked as a radio host & DJ (yes, music has always been a big part of my life!) and later as a sales representative in pharmaceuticals. Those roles gave me valuable experience, but I knew deep down that something was missing.

When I moved to the UK at the end of 2011, I tried different jobs to get started; a short time in construction, a few months in a warehouse selling phone accessories, and then taxi driving. Driving taxis gave me flexibility and helped pay the bills, but I wanted more – a career that felt rewarding and gave me the chance to grow.

That all changed when a friend told me about his role as a Protection Adviser with Owl Financial. The combination of income opportunity and being able to genuinely help people intrigued me. He introduced me to his manager, who interviewed me and that's when my journey with Owl began.



**I Can Truly Say, I've Not Looked Back**



When I first applied, I honestly didn't think I'd be successful. I had no financial services experience. But I quickly learned that at Owl Financial, if you have the right mindset, strong work ethic, and a commitment to customer service, you'll get the training and support you need to succeed.

From day one, I gave it everything. The training, the head office meetings, and the chance to learn from others built my confidence. At first, it wasn't easy, it took patience and resilience, but soon referrals started to flow in.

I'll never forget my first few claims. Seeing the difference financial protection made to clients and their families was powerful. It motivated me to work harder, knowing this job was about so much more than income; it was about changing lives.

Now, I enjoy the flexibility to set my own hours, spend time with my family, and still earn a good income. The fact that I've been able to buy my own home, something I once thought was out of reach, shows just how lifechanging this career has been for me.



## Building My Team

Believing so strongly in what I do, I wanted others to experience the same opportunity. That's why I applied for the **Potential Area Sales Manager programme**. It gave me the skills to become a leader and build a business of my own.



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Today, I'm proud to have a growing team of advisers, many from completely different backgrounds who, like me, have embraced this career and transformed their lives.

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## Recruiting Others – My Top Tips

It's an honour to have been recognised with a **'Top Recruiter'** award but my journey doesn't stop here. For anyone looking to build a team, here's my advice:

- 01.** Speak with conviction and self-belief.
- 02.** Share your own story - people connect with real experiences.
- 03.** Show others how rewarding it is to educate customers and help them protect what matters most.



## My Advice to Anyone Considering a Career with Owl

**Go for it!** You'll receive training, development, and career opportunities that you may never have imagined possible.

This job gives me not only financial security but also time for the things I love most, like fishing trips with my family every summer.

With you through life®