

Seeking - Nicole.mp3

Intro [00:00:01] Seeking The extraordinary is sponsored by the Colony Group, a national wealth and business management company that seeks the extraordinary by pursuing an unrelenting mission of providing clients with peace of mind and empowering their visions of tomorrow. To learn more about how the Colony Group manages Beyond Money, visit the Colony Group, dot-com.

Michael Nathanson [00:00:27] Welcome fellow seekers of the extraordinary. Welcome to our shared quest. A quest not for a thing, but for an idea, a quest not for a place, but into deep, inner, unexplored regions of ourselves. A quest to understand how we can achieve our fullest potential by learning from others who have done or are doing exactly that. Extraordinary stories of overcoming anguish. Every single one of them had lost somebody from their family. I will never give up on trying to lessen that harm to people who have stood up to challenges with true courage. Do something in life. If they have a passion for something that you enjoy and you find fulfilling. That's where you'll have the greatest success stories that will enlighten and inspire. What I said to them is absolutely a cliché, but the journey is more important than the end result. May we always have the courage and wisdom to learn from those who have something to teach? Join me now in seeking the extraordinary. I am Michael Nathanson, your chief seeker of The Extraordinary.

Kristina Saunders [00:01:35] Today's episode, our chief seeker of the extraordinary Michael Nathanson has graciously turned over his mic. I'm Christina Saunders. I'm a senior portfolio manager at the Colony Group and pleased to be here as we celebrate Women's History Month and take the opportunity to feature one of the extraordinary women at Colony, of which there are many. This podcast is sponsored by her Wealth by Colony. Her wealth is committed to empowering women with the tools and resources they need to make informed financial decisions and take control of their wealth. Our guest today is an associate wealth advisor at the Colony Group. Her journey to colony is unique and reflects that skill sets can translate across industries even distinctly different ones. Please welcome the extraordinary Nicole Stein. Riddell. Welcome, Nicole. Thanks for joining me on today's podcast.

Nicole Steinwedell [00:02:31] Hi, Christina. It's very good to be here.

Kristina Saunders [00:02:33] It's good to see and hear you. And I'm very excited to talk about your story because it is a really compelling one and one that I think our listeners will particularly enjoy. So your journey to Tag was a unique one. Can you share with us what you did before joining our firm?

Nicole Steinwedell [00:02:52] So before joining Colony Group, I was an actress for 20 years. I know it's very, very different when you're not part of what you said in your generous introduction.

Kristina Saunders [00:03:02] What was it that drew you to acting? Can you tell us a little bit about that path and where it took you?

Nicole Steinwedell [00:03:09] Sure. So groovy, so fun and interesting to think about what draws one to something. And I mean, as a young teenager wanting to learn theater, it was potentially the most general thing, but wanting to be seen and heard and tell stories and shine and all the things that we have. And we're insecure and like meager attention nowadays then. But also something I learned when I was you was watching movies. There

were examples of things that maybe I didn't see growing up in in the world I grew up in. Are people going through emotional experiences and I could identify with them and say, Oh, I'm not alone. So in a big way, part of what drew me to acting was I wanted to be a part of that. I wanted to show I knew I was courageous enough to stand out and tell stories and hopefully help people realize that they're not alone, no matter their circumstances. And that's what has driven me and drove me to continue to pursue acting for a very long time.

Kristina Saunders [00:04:09] Yeah. So you were in the field for 20 years. I mean, that's a long time to survive in Hollywood. What qualities do you have, do you think? How were you able to sustain a career for that long?

Nicole Steinwedell [00:04:19] Well, it's a really good way to put it. And I was so excited when I learned that it's been ten years, the nice round number. And I actually had been out in college for that long, been that that I survived in Hollywood for that long. And I would say some years were surviving and some years were thriving and some years were surviving. The question was, what are the qualities? I know? Is it what I saying that I believe there's something bigger than myself that's worth saying. And I think that when we do the work and dig deep into what we're up against and our desire to grow, we usually share something authentic and vulnerable. And then other people are inspired doing the same. So if it was only for myself, and believe me, I had moments of doubt and really hard times, I don't think I could've lasted, so to speak, as long as I did.

Kristina Saunders [00:05:05] Right. But that tenacity to stick with it in what is known to be a very difficult industry. I mean, can you identify something about yourself beyond your desire to share stories with people that kept you going in that business?

Nicole Steinwedell [00:05:20] Okay. Yeah. The tenacity thing is great. I really feel grateful that you would even reflect that. My nickname growing up was Moxie. I am very tenacious. I am very and was when I was younger and much more aggressively outspoken. And I needed a healthy place to express that. And I enjoy speaking truth to power, asking questions. I am. I'm very competitive that way, and I am very driven to make sure justice is served. I like to speak truth to power. I like irony, said that I get very fired up about that. So I think partly that's what drew me. I was able to keep my focus on something that I find to be very valuable, which is inclusion and showing people that by example we can be strong and courageous.

Kristina Saunders [00:06:11] And so speaking truth to power has its risks. And when we're young, we're much more likely to speak our truth loudly. And as we get older, we learn how to kind of bring that in a little bit. So so tell me a little bit about that. Like over that 20 year period, how did you navigate that and some of the pitfalls perhaps of being vocal about what you believe in and what's important to you?

Nicole Steinwedell [00:06:36] Okay. You're zoning in on like my whole what I call my growing edge, which in fact I was in that teenager self for a long time. I was so grateful for the success I experienced. And to be a working actors in Hollywood is such a gift and not a lot of people. It's you then. And I was still kind of feisty over and above Moxie. And then these things that we tout as values and good qualities. And then, you know, I didn't realize how charged some of my vocal things were because I had not. Become sort of self-regulated in my own body and in my own power. I was still fighting against sort of feeling unheard and seen, like I said before. Yeah. So I actually ended up writing a one woman show and without an 18 and performing it. Then in 2019 about my life and about my life

story, and it started about my childhood because we all do this cathartic exercise, maybe not in the one woman show, but we all do it right. We go back.

Kristina Saunders [00:07:29] Right in some fashion. Right?

Nicole Steinwedell [00:07:31] Right. Right. And then I started to realize it was about the way that we all had internalized the experiences we had and then were being in reaction to them instead of. All right, I'm going to own my story so that it doesn't define me and then I can use that power for good. So when I wrote that show and I did, I was like, Oh, underneath all of my sort of what I thought were. What's the good word? Selfless reasons to be in is not selfless, but more altruistic reasons to do what I do. I was a total raging teenager and had like kind of settled her own ego. And that is a constant. We all. I'm not saying I'm done with that work at all. All right. But what I recognize is that speaking truth to power can happen so much more effectively if you're in your own power and if you don't grade's threatened by or worried that even in this situation in an interview like this, I'm not like trying to get some message out so that everybody hears who I truly am, what I really want to say. Like, if it's just you and I having a conversation and me trusting that like, I'm enough right here as I am. Yeah, right. Yeah, yeah. Is that makes I understand.

Kristina Saunders [00:08:41] Yeah. No, absolutely. And I can relate a little bit to the young person that had so much to say. For me, my story's different and we won't get into it.

Nicole Steinwedell [00:08:49] But I.

Kristina Saunders [00:08:50] Wanted to. And, you know, I think just the notion of the notion of speaking truth to power and I grew up in a very patriarchal family, and just as a woman that just inspired me, I'm going to show them, I tell them and speak whatever my my truth to power was. But it's an important process to go through. And then it's also so important to learn how to moderate our message to actually get what we want.

Nicole Steinwedell [00:09:15] So or just being heard by those who need to hear it instead of it being so like, Whoa, she's got a lot of fire, right? What's the substance of what she's really trying to share? Right. Right. I want to be an example. I'm the oldest of five children. I want to be an example to many of her siblings at how. Real truth is okay, and how real examples of grounded femininity exist in writing as an artist or in the wealth advising field. So the one one woman show that I think the name of it was Templeton Drum Temple Tantrum.

Kristina Saunders [00:09:49] Briefly, please. What does Temple Tantrum mean?

Nicole Steinwedell [00:09:55] Well, I thought it was a really cool use of alliteration or woman. And also the show, like I said initially, was about childhood. And for me that was quite religious. So it became it wasn't actually a temple of my childhood, but that was that double meaning of temple and what it really became about, and I mentioned this earlier, was about sort of buried the war inside my own head, the tantrum inside my own temple. I was using Temple Tantra and the way that I had sort of internalized things that happened and started to use that reactivity in my career and how I was coming up against those same struggles as I had in childhood. And the show became about how to unwind that so that I could be comfortable in my temple, which is my body where I know I'm always saints and learned and supported and that journey home to myself. If you'll forgive the mindfulness of that. It was my journey and it was so it was the most freeing, most

empowering thing I've ever done. It was the hardest thing I've ever done, and it made me recognize that I. I didn't need Hollywood in the same way anymore. I still loved acting, but I didn't need that validation in the same way that I used to do that.

Kristina Saunders [00:11:07] And so your meditative practice is, as you're describing it, how does that relate to perhaps the religion or faith that you grew up with? I mean, is there a connection there or is there.

Nicole Steinwedell [00:11:19] No, not at all, actually. Well, maybe. Maybe. I think prayer in any religion is it's meditative and people find meditation in any form. But my meditation that I learned growing, like in my development as an adult, was about calling my nervous system. And again, like coming back to that thing we were talking about earlier around. Being in our own selves and being aware makes us not as charged. When we do, it turns to power. All right. We got 4 hours that'll hold our boundaries. These positive, healthy things that we know that are much more commonly spoken about in modern leadership. But in me, young me, I was so disassociated or my body, I had to learn to come back. Right. But right. I really I mean, all religions have this sort of window. It's taken right or toward the self. So, yeah, that's that's okay.

Kristina Saunders [00:12:14] All right. Well, let's let's get back to I'm talking about how you pick the financial service industry. You were explaining that your family, you took the lead with your uncle on looking for an advisor for your family.

Nicole Steinwedell [00:12:27] Yeah, that's right. So in doing that work, interviewing ratings, because I knew I wanted in or I mean they have to do share standard between they're required to do what's best for the client. That's a way you can recall any group. There are other suitability starter firms and those firms are only required to do something suitable for the client, which, you know, I had no idea until I looked into it that that was even possible. So anyway, I wanted an area from my family and in interviewing the different firms, people kept asking me like, Why don't you do this work? You should do this work. And I'm like, No, it was Bailey. I'm an actress. What are you talking about? Right, Right. And I and I was serious. I was like, stop, stop, stop. And so I went through that process. We got up and rolling. I learned so much about just onboarding of a client as the client. Right? And then basically the pandemic hit, right. Pandemic hit about a year after that. And my industry shut down acting as did so many things right. Everybody came to a halt. And I also went through a massive breakup. I know I'm the only person who had a breakup during COVID and the only one.

Kristina Saunders [00:13:28] Actually not the only one know I'm going through.

Nicole Steinwedell [00:13:32] These these these seismic things happened during pandemic, and they were all a blessing. Things were kind of brought to the surface in so many people's lives that I'm close to, and my relationship was one of them. And my relationship with acting was another. And like I said, this was on the heels of my one woman show where I kind of hadn't changed my relationship with Hollywood and with myself. And then I was like, well, outside a lot of grieving to do. And I also had a lot of time on my hand. And the welcome advisor in charge of my client account was like, You should study busy acting because you're always asking me questions. You always two years older. Yeah. And he encouraged me. He was like, Why don't you look into this That way? You'll know what I'm talking about. And I was like, Okay, fine. So I did it, and I did all the coursework too. Studying by CFP, it's like seven graduate school courses. I did it online. It was during pandemic, of course, and then I did all the work and thought, well, I might as

well take the exam, the CFP exam, and I really didn't know if I was going to pass. It was sort of a brand new language.

Kristina Saunders [00:14:27] It's well, it's also not an easy exam.

Nicole Steinwedell [00:14:30] Yeah, it's not. And I was humbled by the fact that, like I said, I've been I was in college 20 years ago, so it's like, do I do want to study for an exam? I really wasn't sure how I was going to do on the CFP. I studied hard, but I hadn't studied in 20 years. Think about that for any different animal. Yeah, exam prep alone was the thing, but it was really fun. And I have to say it built on this thing I'm building in myself that I want to have a sentiment clear. I want to express this to you because a big thing I'm working on, but it's I learned how to trust myself more deeply during that process. It was me and the exam, and that's all it was. And I was literally learning a new language, the language of finance, and it was kind of an undergraduate course. Right. And it basically taught me. That? I don't know. But I know now what I don't know. Right. Because you. It causes you a baseline, the language, the vocabulary. And now I know where to look, so. Exactly. He passed.

Kristina Saunders [00:15:25] Congratulations. That's huge.

Nicole Steinwedell [00:15:26] Thank you. And that was March of last year. And as a result of that, I became I applied for jobs in this field and was given multiple offers and was able to leverage some of them for other ones so that I could afford a big move from Los Angeles to New York because I knew I wanted to be in a different seat. To start this journey simply because it was a seismic change. And I've always wanted to live in New York, and that gave me the opportunity to do so. And I will say like, So what caused this transition? Well, my family situation for sure. And then my personal changes in my personal things caused the transition, which I would be remiss if I didn't mention, like I. It's important to me because I hadn't had it in my 20 years in Hollywood to have stability and security, and I had maybe never let myself recognize it's okay to want that to my own financial security and my own financial safety so that I can kind of afford my life in a way that doesn't feel so volatile. Yeah. And being an actress for ten years, you learn that that top 92, 100% of your capacity is where you live. You live in that be creation of drama, chaos zone. Right. And I'm very good at it. But the truth of life is that like for me anyway, now where my true story is that I'd like to be a bit more stable and kind of grow from this place, that middle ground, kind of like on the treadmill where you have like a cardio and a fat burning zone and the like. Test your heart rate. I grew up in this crazy heart rate zone for so long I was learning that I wanted to be a little more stable because I think there's growth there that I needed. And it was around this financial peace, knowing and trusting my own instincts and being comfortable talking about things that scary like money, like future planning, like had a difficult conversations with legacy planning in the family. Yeah, yeah. In my in my only experience I've had because I've only been here since July. Right. I found that all people. And it just confirmed what I suspected. All people have emotional triggers around money.

Kristina Saunders [00:17:28] Oh, absolutely.

Nicole Steinwedell [00:17:30] Right. No matter their wealth. Wealth level. Right. Right. I jokingly say that. So. Billion. Yeah. And then there's those of succession. And I feel like those shows are both so compelling to so many. And I thought about writing a show of my own, mainly called hundreds, because it really it's really not about.

Kristina Saunders [00:17:46] The amount of zeros it's about it really is not is. And Nicole, I had a client that had an enormous amount of money. Multiple millions. Multiple tens of millions.

Nicole Steinwedell [00:17:57] And one of.

Kristina Saunders [00:17:59] I'll say there. So I'm not identifying the person. One of their greatest fears was being homeless when they were old, and it was so shocking to hear that. But what you said is so true. There is so much emotion tied around people's money for various reasons that have nothing to do with money. Really? Really. So it's interesting. But I mean, so it sounds like your journey from from acting to the financial services industry was partially like a spiritual journey to finding your new path going forward. So I'd love you to speak about that a little bit. But also, what about your active life, those 20 years that. You were in this high drama, high impact industry. What what about that brings informs the work that you're doing now.

Nicole Steinwedell [00:18:49] Okay, well, you gave me a great example just now in that that client that I don't know who had this irrational fear being homeless when they were older, even though they had tens of millions of dollars. My experience working on characters with different family backgrounds, different sort of access to their own vulnerability insecurities has shown me that, like on a call with that client, I can sometimes, if not get to the root of where that comes from. I can hold space for them if they're fearful. So maybe the only skill I have in the world is the ability to be emotionally safe for people. And because I wanted to be that way for myself. And I do think this work is it's not about it's about finance. Absolutely. But it's about where our humanity needs money. And that's often where the drama comes in. Right. So I really appreciate that my my continuing education, but my experience not being shown, ignored, never saw. And sometimes those fears, like in that client things might be about an inherited fear from an older generation. And I just I love the fact that I know how to have a conversation. So hopefully people can process their emotional reactivity and then make an unemotional decision about what they're going to do with them. Oh, yeah, right.

Kristina Saunders [00:20:05] Right. So to be a wealth advisor, you have to know a lot. I mean, there is just no doubt about it. You have to have a lot of different skills. So what has been the most challenging thing for you? So now you're in it like six or seven months now. What has been the most challenging thing for you and what do you still want to learn? Obviously, the empathy part of it is critical, but given that you have to know so much, how have you handled that?

Nicole Steinwedell [00:20:31] That's a really beautiful question. I'm so glad you asked, because again and I said in the interview that unlike obviously the soft skills are going to be my superpower. The place, I mean, growing is in the hard skills. And what I mean by that is investment in not only investment knowledge, but sort of the breadth of investment out there and just familiarization with all those things. In an event about the vocabulary finance, it's just sort of there's so much out there and so many different strategies and so many different clients situation. I want to go with our biggest the biggest area. My biggest weaknesses are taxes. Tax planning. And I believe that category one that actually umbrella over all categories of financial planning.

Kristina Saunders [00:21:15] It's an important part of it.

Nicole Steinwedell [00:21:16] Yes, it is. And I think that the tax code is sort of like a patchwork that's sort of I keep making changes to cover up. It's like somebody you go to a plastic surgery, they'll be like, oh, this isn't right. So it's like that, obviously, right? That's the best. And I think that's glorious, but I think it's purposefully confounding. And I'm grateful that we have such an amazing tax team here at Colony Group, so I can go to them with my questions that I'm an associate. Right? So nobody's I'm not making decisions for anybody or giving advice solely to anybody at this point. I am just here to learn. And I'm lucky in that. That's why I took a job in an array as a relationship manager at the company, because I wanted to have those foundation skills, right? And primarily for me, that's in the world of tax and in some of the nuanced nuances of some of my finance and sort of making sure I understand thoroughly what I'm getting people into long term. Right? Right.

Kristina Saunders [00:22:13] Yeah. There is a lot to know. And it is a journey and it continues to be, at least for me. I mean, I learn something new every day because there's always new information coming in. Tax laws change, estate planning levels change investment. You know, investment products come out, clients ask you about this or that. So there is it's what's wonderful about the job for me. I love that. I love the intellectual stimulation of that, coupled with the relationship side with the client, which is yes, which is huge. It's a it's a very cool job. So I think you have landed in the right place. Nicole. So tell me, what would you tell somebody that was thinking about making a similar transition that you made from one very different industry to another? What what advice would you give them in that question?

Nicole Steinwedell [00:23:01] I think this could be an overgeneralization, but women in general in my life seem to be so comprehensively aware that sometimes they don't reap until they're short. They don't leap until they know they're going to be better than next lies. I would say leap before you ready to try and be. And I'm grateful to be 41 years old and know it's okay to fail. And that failure, whatever in that it means. Yeah, I took a huge risk trying something very different, just even rhythmically and lifestyle wise than what I was doing. And it continues to pay off in massive dividend. These are not recordings, but I would say so before you ready? I mean, it's always important to be educated about what you're headed into, but don't be afraid to stand out before you think it's 100% sure. And I think.

Kristina Saunders [00:23:52] That's great advice. I mean, I speak with my my girlfriends all the time that are in different industries or not in financial services. And we talk about regularly and this is not a hit on men. This is just what we've experienced and what the studies have shown that men will present themselves as knowing a subject well, if they know 60% of that subject. Whereas a woman. Needs to know what, 95% before she'll present herself as knowing it. And so your notion of leaping before you have it all figured out. I mean, that's part of that, too, because we all have the capability to learn something, right? If we don't know what we can say, don't know, but I'll be back in touch. So that's that's great advice.

Nicole Steinwedell [00:24:34] And I really think that's what makes us great wealth advisors as women is that we do have that desire to get our arms around the full picture. And I often see wealth advising as a sort of the financial therapist, so to speak, holding space for all those experts in the field of insurance tax investments. And we coordinate those efforts so that there's a very like structure guided path that we can help the client see for themselves that they've given us. So so our. The blessing in being a woman is there because we desire that 95% understanding or we say So I trust so much that and I and I've learned that like it's safe to ask questions. And then when you jump before you

95%, there are there's a community here to help and a client doesn't expect you to be open about everything. They expect you to be authentic and to be grounded like I think a mother who has a child who's having throwing a tantrum. You're not supposed to throw a tantrum with the child, but get so scared of throwing a tantrum that you don't know what to do. You be present with the child. Then you speak to them. But you being in your power and you let them know it started to fall apart and that you're going to be there to pick them up. And I think that's in a lot of ways the role of the wealth advisors to witness whatever the trauma or drama is that they're worried about and then offer grounded feedback and advice.

Kristina Saunders [00:26:13] Well, do you have any regrets or anything you would want to change about this journey you've been on for 20, 20 years and a half to have?

Nicole Steinwedell [00:26:22] Yeah, I mean, the only thing I mean, it's I feel very cliché because I was listening to Michael's podcast a bunch in preparation for this, and especially David Brown, who was just well.

Kristina Saunders [00:26:31] He was great to me that I met David Bohm. He's just amazing.

Nicole Steinwedell [00:26:36] But the idea of change and how we resist it and how we all know that it's good for us. I guess what I said in my list of my advice for changing careers is it's safe to do before you're ready. And I think in a way, my regret is that I didn't know. I regret. I didn't know how powerful I was when I was younger. And I regret that I let. My teenager get in the way of my sort of being more empowered and doing a better job at representing what I wanted for the people in my family, my life, and for the community, which is, Hey, I got this. I love to play this role so that through storytelling we learn, right? We always have. The fortune existed, right? That's what I regret is maybe a similar. But the truth is.

Kristina Saunders [00:27:17] This part of our journey is.

Nicole Steinwedell [00:27:18] All about.

Kristina Saunders [00:27:19] Gosh, we could all go back and be teenagers with what we know now.

Nicole Steinwedell [00:27:22] Right. Imagine. Then we think, well, maybe I don't have any regrets as this is part of my journey and there's a reason I'm here. And even thank you for giving me the platform to tell this story, because I do believe I don't think I said it already. We heal by example. There's a reason I'm here in this field in this age now, and I. I know that I have something to contribute not only to our clients. I hope we to the broader part, you know, as we talked about her. Well, like the desire to help women have financial literacy, right. I really want that for future generations.

Kristina Saunders [00:27:56] Right. Well, we all do. We're all committed to that mission. And for those of us that work with women, I work with men and women. But, you know, it is it is there are different needs and they need to be met and they need to be met in a respectful way. They need to be met with understanding and without minimizing, I mean, just the respects, just a big word. And so so yeah, I feel that her wealth is a wonderful initiative to to help all of us not only communicate with our female clients, but also just to be a resource in our communities for whoever is in need of financial literacy.

Nicole Steinwedell [00:28:34] What can I have? Number one, you sit back and can I just say one more thing? I think that this thing we're talking about financial literacy, learning this language of finance, sometimes I feel I was intimidated by it, which is part of why I pursued this. I wanted to know what my wealth advisor was doing and that whole phrase, Oh, there's no question, there are no dumb questions. And the willingness to ask the question has always meant that ten people in the room have it. And it was true in Hollywood as well, like somebody references it being director or a big movie. I actually don't know that exact bill. And by and large, so you don't know where they know in this amazing moment that you're meant to know you didn't. But the willingness to be visible with I know what Bernie Brown calls on vulnerability, whatever it is like admitting, I don't know. And that's okay to not know, because that's the only way you learn anyhow. Right. And I'm shocked by the fact that in my in my experience, so many the women I know run the finances in their household like clockwork, They are in charge of that piece of their lives. Right. I that they then don't translate that and it's the ability to communicate the desire to communicate with the wealth advisor. Right. With their portfolio.

Kristina Saunders [00:29:38] Manager. So true. And that's been my experience as well. And not to categorize women, but in my case, a lot of these women are highly accomplished and successful and they still are reluctant to be part of the investment conversation. And so it's just so incumbent on us as their advisors to be educating them and doing it in a way where they feel comfortable. Because I literally I could say without doubt that once a week one of my female clients is saying I'm sorry for the stupid question, or this is a dumb question. I mean, it's just happens all the time. And so, oh my gosh, just it's incumbent on us to educate them and do it in a way that's non-threatening to them. And so I feel very passionate about that. And it sounds like you do as well. And so, yeah.

Nicole Steinwedell [00:30:25] No, I really do. And I have to say my boss, Sheryl Rothman, does a great job at that. She's always making sure that the the woman, usually the wife and not always is invited to the meeting and reminded because she would really like that to be true. And no one's trying to say that like there's always in relationships a division of power so the power of the one meaning like or just responsibility towards the chore. But one person has to meet with a Walmart adviser. Far be it from us to say the other person and thrive in their busy, successful life. Right. But there's there's there's just I think it comes of the unique place society has historically put everybody. It's always a benefit to having multiple ears listening to what's happening in your planning for your future. Yeah, and I found it. I was raised by a very strong woman, so I assume everybody else is as opinionated and strong and they are in their own way in.

Kristina Saunders [00:31:16] Whatever their lane is. Correct?

Nicole Steinwedell [00:31:18] Right. Anyway, I could talk about this ad nauseam, but I think I mean, I think I got across my point, which is there's a way to do this respectfully without making it our agenda, but also just kind of it kind of goes to that thing, like representation matters, the fact that you and I are talking about this and how much we care and about how I'm case in point, somebody who picked up it when years old, decided to change that career, decided she wanted financial literacy and. Did it. And in doing that. Right. And I want to make sure. That feels possible. First to my siblings. That's who I thought it was. But to other women as well. Right.

Kristina Saunders [00:31:59] Right. And Nicole, that is what makes you extraordinary. You are on this podcast because that is a really great message, right, that at 40 you're deciding to become financially literate. And then that led to a change in your part.

Nicole Steinwedell [00:32:18] Totally. And I one more thing to say about that, which is I decided to invest in name. I want to sound like it's all great and it's from and everything it is, but it was a selfish thing too. I needed this and I wanted it in an investment in myself, and I knew that this foundational knowledge was going to help me no matter where my career went. And I realized that and passed my energy and opted out towards investing in others. So hoping if I give more, that would get back to me. And that's true. That is, as I invest in me attracting and believing that sort of thing, people who also want to invest in me, not the least of which is this company who has started in this job. And then what I did the first week as an actress, you'd be fired because you have to be excellent on day one. It to be perfect, perfect, perfect. 100 girls behind you who could do that in a heartbeat. And I was sat down by my colleagues and told, No, we're making an investment. And you're of course, we want to return on investment someday. Not all like the business, but you had time to slow down and to learn this language and this and community and. I don't know that I've ever had that in a professional setting. And it is I mean, that's not true. When they cast you down there, they're investigating it. But this felt long term and it felt committed in a way that I knew then, in a way that reflected my commitment to myself. Right. And I think that it really that was another important part of what I wanted to bring up today, which is investing, you know?

Kristina Saunders [00:33:42] Yeah. Yeah. Well, thank you for that, Nicole. That is a very important point. And you're right. When you invest in yourself, others are willing to invest more in you. I think that is such a good point.

Nicole Steinwedell [00:33:53] Training people how to treat us really do. Yes, I guess that's I would even go further. We train people how to treat us by the way we treat ourselves. And it's a constant everyday conversation to allow yourself to be that confident, empowering, safe to be on unsafe, safe to keep up with yourself, and also with the people that you interact, especially concerning the client. If you want to, I want to be perfect for them, but we have to remember that that's never how leadership works.

Kristina Saunders [00:34:23] Well, great. So we'll use the word extraordinary again. Or Miss Nicole Stein Woodall Thank you, Nicole, for being here today. We really appreciate it. And we're so excited to have this story, to have heard your story and to be able to share it with others. All in today's show with the important themes that are reflected throughout Nicole's journey, the importance of being independent, developing inner confidence and not giving away your power. From her 20 year career in Hollywood to her transition into the financial services industry. Nicole's passion for authentic communication and empathy will be invaluable as she supports clients financial well-being. I think we can all agree this is what makes you extraordinary, Nicole.

Nicole Steinwedell [00:35:08] I just want to say it takes extraordinary to know. Extraordinary. And I know story There is never a podcast, but I really appreciate that. Thank you for having me. Listen.

Kristina Saunders [00:35:17] Oh, you are so welcome. And we're going to thank our sponsor today, Her Wealth by Colony. To learn more, visit the Colony Group icon. You can also follow us on LinkedIn and on Twitter. Thank you for tuning into today's episode in

honor of Women's History Month. And thank you to Michael Nathanson for sharing the mic again. I'm Christina Saunders and I look forward to joining you all again soon.