



# Origin Stories

Chris Galeski, Wealth Advisor & Partner

“We can accomplish a lot more as a team than as individuals.”

## What lessons have you learned from your past work life that you've brought to Morton?

You can always improve and learn more. Most of us ignore our weaknesses and spend time doing the things we are good at. In order to give our clients what they deserve, we need to constantly reflect on our weaknesses, understanding the why behind them, and learn from those weaknesses and turn them into strengths. We can accomplish a lot more as a team than as individuals. Most of us have the same struggles and fears in life when it comes to money, so we have built a team here that is inspired to work together collectively and come up with ideas and solutions to help clients move away from fear about money and towards enjoyment of their wealth.

## How have your career aspirations changed over the years leading to this point?

I went from trying to change or improve one client's situation at a time to a place where we work together as a team to impact a larger audience and community. Working at Morton and having a true team atmosphere allows us to deepen relationships and impact so many more people both internally and externally. I am driven by our ability as a team and company to impact the community and inspire others to think about money differently.

## Has there been a common thread in the work experience you've had so far in life?

Besides competing and playing golf for a living, I have always been a financial advisor. I really enjoy helping people better understand money and investing. To me, relationships and trust in the process have been the most common threads in all the work I have done. Success is achieved by the consistent things we do each day, which compound over time and give us the ability to achieve great things. Rarely in life does something significant happen without sacrifice, having a process and being consistent in our actions. The best advice ever given to me is to enjoy the process more than the achievements.

All great things happen when you enjoy and trust the process.

## Has empathy been a quality you've drawn on in roles you've held before Morton?

As an advisor, friend, husband and father, empathy is the key to a successful relationship. Without it, how can you possibly put yourself in someone else's shoes? Understand where they are coming from? It is a crucial piece in order to be a good communicator. It's not my job to put my values on someone else's money or wishes. It's my job to help guide people in the decisions that will help them find success and get the most life out of their wealth.

## Empowering a customer or client is something many of us hope to achieve in our work. What opportunities have you had to accomplish this in the past?

Helping clients identify that "bucket list" of things that they want to accomplish and then planning them one at a time is an exciting exercise. There have been several instances of this in my career with clients. There have been other instances like helping give to charities, retire earlier, or just even retire that have been just as much fun. Anytime I have a conversation with a client, and they walk away feeling better, more comfortable or happier is a great feeling.

## What was the turning point for you in deciding to change careers?



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