



Daniel Buffington

Shining the light on Dan Buffington... A pioneer in the industry, integral in moving from a focus solely on insurance to incorporating investments as advisors. Dan has been known to be one of the best securities advisors in our organization, and we're going to learn why, how and a few more fun and interesting things about him now.

Business:

How long have you been in this business?

Starting in 1979, Dan has been with Strellner Financial Group for 44 years! "It is unbelievable how fast 44 years goes. It's hard for the brand new person starting out to understand how I could get through 44 years of doing this business. It just goes fast."

Why did you want to become an advisor/why should anyone else want to be an advisor?

The more experience I gained, the more I enjoyed helping people make decisions about money. It is about helping people make educated financial decisions.

What is the most important aspect of working with clients in your opinion?

If the client has a pressing situation in their life that they can turn to you for help making a decision. Most people don't make a bunch of decisions at once; it is normally one at a time. Chances are you've been through their situation before and it is important to be able to relay that information to them.

Personal:

Please tell us about your family:

I have my wife Laurie who has been with me for a long time. I have 3 daughters: Danielle who lives in Pensacola, Florida; Christina who lives in San Diego, California; and Andrea who lives in Mesa, Arizona. I have 5 grandchildren. My first wife passed away in 1998. So, I was a single parent for quite a few years.

What do you like to do outside of work?

I enjoy hanging out with family and friends. I also enjoy fishing in my free time.

What is a surprising fact about you people may not know?

I was the first advisor in this office to attain a personal assistant that I personally hired. I was a single dad for over 20 years, and I wrote the first 401k plan at Strellner.

Relationships:

Describe your association with Strellner Financial Group:

I'm kind of one of the dinosaurs; I have been with the company for 44 years. I started here and have been with Strellner ever since.

What value has Collective Financial Group provided you?

A chance to learn and provide services as a team. It is hard to be an expert on everything in this business. It is best to collaborate with others and it is a good way to build a practice.

Why are relationships so important in this business?

Relationships with other advisors benefit both advisors, but more importantly it might be more beneficial for a client to have relationships with other advisors. Without having relationships, this business would be difficult. It is fun to think about all the relationships I've made and all the people I've have helped. It is nice to think that you had some kind of impact in those 44 years.

Thoughts or Advice:

Explain what it takes to be a successful advisor:

A successful advisor is one that uses their skills to put their clients in good positions to make decisions about their money.

As a leader in this industry, what is your #1 tip for those up and coming?

Develop a process. Learn from others and take it and make it your own. Do not be afraid to improvise and make your own process. Don't be afraid to innovate and try new things.

Comments from Leadership:

"Dan has not only been a wonderful advisor but a close friend to me since moving her in 1997! We all owe Dan a debt of gratitude for leading our team towards the securities business and planning process. Dan is unique and I thank him for all of his many contributions the last 44 years!" **-Tim Strellner**