

My Summer at Private Capital Group by Domenico Cirielli



What does wealth management mean to you? Financial security? Profitability? Rigorous investments? All viable options, but at the end of the day, wealth management is so much more than a company's ability to grow a client's wealth. I think back to my first-round interview at Private Capital Group, reflect on the experience I had this summer and suddenly the answer is clear - peace of mind.

I think that I speak for most, if not all, when I say that 2020 has not been the simplest of times. The main culprit - COVID-19 - an invisible enemy that has crippled economies, left millions unemployed and forced almost everyone to redefine their lives. I was definitely not immune to hardship during these trying times; however, I was fortunate enough to have had a company committed to providing me a premier internship experience. Three rotation periods and six weeks later, I can truly say that I have not only fostered a passion for the industry, but also passion for the client. I have come to understand that wealth management is so much more than the performance of one's portfolio or investments - it's about connecting with individuals. It's about showing you care for them, their lives, and their plans for the future. It's about seeking to understand their needs, not aimlessly selling an investment solution. While I trust many are content with the services PCG provides, I do not think that that is due to its success in terms of generating large returns. Rather, PCG seeks to provide a client experience centered on trust, understanding and transparency. Truly unique

in its approach, Private Capital Group provides what everyone wants at the end of a long day - peace of mind.

I could not be more grateful to have been part of such an amazing team and look forward to keeping in touch with the PCG family!