



Kirk Dennis Haefner

Shining the light on Kirk Haefner... a multifaceted, seasoned advisor at Strellner Financial Group since 1992! There are many things to know about Kirk, read on....

Business:

How long have you been in this business?

Original license L/H with Life Investors in 1993. Securities license in 1998 and began in the Strellner Agency in that same year.

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

Our family was surrounded by coaches and others within the Life Investor family, all who wanted to help other people. My Father's influence was a major factor in choosing to become an advisor. I think others would want to be an advisor to help families achieve more financial success than they would be able to do on their own.

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

The ability to listen to their needs and desires and assist them and their families in achieving their financial dreams.

Personal:

Please tell us about your family:

My wife Brenda and I have five kids (Avery and Madison age 25) and (Charlie, Max, and Olivia age 22). I am also blessed to have my parents here in Cedar Rapids along with my brother Jason and his family and my sister Jan resides in Texas with her family.

What do you like to do outside of work?

I love to be outdoors golfing, hiking, biking, fishing, and traveling.

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

Brenda and I started a nonprofit organization called Africa Youth-Now Foundation that supports children in Ghana with education, faith formation and mentorship and we travel to Africa annually.

Relationships:

Describe your association with Strellner Financial Group:

Tim convinced me to leave the corporate setting and be an entrepreneur with him helping to recruit, retain and grow the agency of advisors. It was one of the best decisions I have ever made.

What value has Collective Financial Group provided you?

The structure and foundation to be part of something big that is well-established throughout the Midwest. It has also provided me with the ability to learn from others and make life-long friends along the way.

Why are relationships so important in this business?

They are the lifeblood of success, from clients to advisors to companies; we have excellent partnerships to help our clients succeed.

Thoughts or Advice:

Explain what it takes to be a successful advisor:

A genuine desire to put my clients' best interests first using my expertise and experience to create an individualized financial plan.

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

Have the courage and persistence to stretch beyond your comfort zone and always try to make ONE MORE call.

Comments from Leadership:

"I will always be grateful to Kirk for joining me very early on to work on the building of Strellner Financial Group! The middle management role Kirk has held was very key to our huge growth over the last 25+ years. Thanks Kirk!"

Tim Strellner