

## THANKYOU for your Support & Well Wishes...!

Hi Clients & Friends of Southern Financial Strategies,

As a follow up to my recent correspondence, it is with much excitement and pride that I announce that I have been awarded the **WINNER** of the prestigious Association of Financial Advisers (AFA) Adviser of the Year Award for 2010! The awards ceremony took place on the 26<sup>th</sup> of October at the AFA National Conference on the Gold Coast.

I would like to take this opportunity to *thank everyone for your continued support and well wishes!* I believe that the abundance of positive messages & encouragement throughout this award process certainly contributed to the end result and I am very grateful to have such amazing clients, colleagues, friends, family and mentors!



'Chuffed'!!



Proud finalists

The nomination is only awarded to those financial advisers throughout Australia who are seen as leaders and innovators within the financial planning industry. As I was the only adviser from last year to be nominated again, and the only adviser from WA, this is a huge honor...!

AFA CEO, Mr Richard Kliplin noted "the progression in Southern Financial Strategies (SFS) over the last twelve months and the elevation of the business and client proposition has seen Steve and the team achieve the deserved accolade of the **2010 AFA Adviser of the Year**".

Zurich General Manager, Colin Morgan said "In today's corporate environment, where governance and transparency issues take centre stage, the AFA Adviser of the Year Award provides a valuable opportunity to celebrate the great work performed by advisers in the *dual capacity* as professionals and good corporate citizens". In reference to myself and the team, Colin mentioned that "your peers have told us that not only are your business practices impressive but that you go above and beyond in your contribution to the financial services industry – what an honour!"

Winning the AFA Adviser of the Year Award reinforces the hard work that we have done over the years in both our business and on behalf of our clients. We truly



made a 'funny'....

"we are trustworthy! we embrace honesty, integrity & confidentiality...!"

believe that providing excellent quality financial advice and exceptional client service are the cornerstones of our award winning business. Hopefully this accolade will give you more confidence to refer your family, friends, and work colleagues knowing the exceptional standard of great work we do here at SFS.

Once again, a huge thank you to my dedicated staff and mentors who have been an integral part of our success. To my family for their continuous support over the past 16 year journey, I could not have come this far if not for them, and of course... our wonderful clients!

With respect and gratitude,

Regards,

**Steve Salvia**  
Adv Dip FS (FP)



Congratulations!!



Speechless (for a moment...!)



Proud wife Robyn



Previous winners – “welcome to the club...!”

“we are **trustworthy!** we embrace **honesty, integrity & confidentiality...!**”