



Henderson Matusch  
PROVIDING FINANCIAL FREEDOM



# Andrew Deuis

## Current Role: Financial Adviser

---

### When did you start with HM

March 2015

### Why did you choose to work in the Financial Services sector

I wanted to use my interpersonal and numerical skills to assist people with achieving their dreams.

### Describe your career progression

I started with HM as an Administration Assistant while completing my Accounting Degree at QUT. Around 7 months later I was offered the role of Associate Paraplanner. This role was exactly what I envisioned, using my desire for numbers and spreadsheets to enable Advisers to help clients achieve their goals. In fulfilling this role I learnt a great deal about the legislative requirements we (as Financial Advisers) work under and what is required to ensure clients receive the right outcomes. I was in this role for around 14 months before showing the competencies to move into a full Paraplanner role.

Two months after becoming a Paraplanner I moved into an Associate Adviser role where I worked closely with a Senior Adviser and their clients. Since August 2017 (2.5 years later) I have had a lifestyle change to Melbourne. HM has given me the opportunity to progress my career by allowing me to be a Financial Adviser for an associated entity in Victoria.



Henderson Matusch  
PROVIDING FINANCIAL FREEDOM

### **What do you find as the most rewarding part of your role**

I don't only model plans to fulfil client's dreams and aspirations, but also present the advice and venture on the journey alongside them.

### **What training & development has HM assisted you with**

HM has given me the qualifications to not only become an Authorised Representative (Diploma of Financial Planning, Diploma of Mortgage Broking, Diploma of Margin Lending), but also allow me to finish my Accounting Degree with QUT and provide me with ongoing support to further educate myself within the Financial Planning Industry.

### **Why do you like working with HM**

The Work/Life balance and ongoing support I am given. I feel that the team at HM not only want you to enjoy work but also pursue your life's endeavours and provide assistance where possible.

### **What advice would you give someone who would like to start a career in Financial Services**

My advice would be – It doesn't matter where you start, if you do the hard yards and prove yourself you will have ample opportunities to progress down the path you want.