



JASMINE TEO

PRIVATE WEALTH ADVISER
TOP FINANCIAL CONSULTANT OF THE YEAR 2020

Wealth planner Jasmine Teo was only 16 years old and studying for her O levels when a financial storm disrupted her life. A market downturn cast a long shadow on her family's noodle stall business while her father's gambling led to clashes in the household. These resulted in debts and her dad's eventual bankruptcy. The next two years of Jasmine's life were a nightmare. The girl who once helped out at her dad's stall to earn pocket money was now juggling a number of part-time jobs - giving tuition and working as a deli waitress in a five-star hotel - to share the family's financial burden as well as pay for her own fees and expenses.

It was during these circumstances that a windfall from one of her mother's previous investments arrived in the mail and changed her life. The \$20,000 cheque - a maturity payment of an insurance policy bought by her mother during good times - was an eye-opener for the young girl who realised the importance of savings, financial prudence and planning.

Now, Jasmine has come a long way since those difficult years. As an executive financial consultant at a major insurance company, Jasmine has built up a strong portfolio that had achieved 7 digit figures and finally, at the age of 28, she was awarded the TOP Financial Consultant of The Year 2020 in the whole of Singapore amongst 5000 consultants.

Aside from her successful career, Jasmine personally is very passionate about mindfulness and NLP therapy. She was first introduced to NLP by Peter Tan in his NLP class. NLP has taught her to communicate better with people and understand the human's mind. Her childhood experience, combined with her passion, Jasmine is considering to be a life coach in the near future. Her goal is to help young people to heal and deal with their family issues.

FROM PLATEAU TO PEAK

Through the lens of Jasmine Teo

Can you tell us more about yourself?

I graduated from NTU majoring in business and marketing. I chose NTU because it was the fastest route for me to get a degree - I could graduate only in three years. I needed the quickest route, because I was juggling between work and school at the time.

What was your expectation when you sign up for the Superstar Sales Programme (TOT Guaranteed)?

My expectation was actually to pledge at least double of TOT. The programme is actually only guaranteed TOT but I wanted to achieve more than just TOT through this programme.

Did it meet your expectations?

It helped me to communicate better with the high-net worth groups. It focuses more towards the soft skills and the connections.

What is your value in life?

Kindness. Always choose kindness over being right.

How did you know Peter Tan?

I met him for the first time when he became one of the lecturers in NTU. What I really remember about him was that he was very engaging and knowledgeable. So when he said he wanted to start LDSY, I helped him to gather all the members, like Prudence, Cindy, Sally, and others. They are my friends. I told them if they want to be the best in their industry, they have to learn from the best. If you have the skills, the network, and the PR skills, but you don't have a good mentor — you will be a lost ship.

How does his NLP class impact you?

NLP has helped me to overcome my fear in professional and personal life. Basically, NLP is a tool for you to understand your mind. It's practiced by a lot of business and sales people. For example, as a sales person, I would get rejected by clients. Usually, I would feel down and it would be harder to pick myself up. However, with NLP tools, I can switch my mindset in only five minutes. What your mind can conceive and believe, you can achieve. That's the key takeaway I got from joining Peter's NLP class.

How was your experience in the NLP class? Can you tell us more?

I had zero clients when I joined the class. I signed-up because I wanted to prove myself. From there, I learned how to communicate better and to understand the human's mind. What I enjoyed the most was when Peter did the NLP therapy to me. In the therapy, I learned how to let go of the past and visualise my future—being #1 financial planner. My late grandma was in that visualisation, smiling proudly. I knew right away I had to do it for her. I had to be #1 for her. Not long after the class was over, I finally achieved my goal!

What is your investment strategy?

Invest in a company with a strong fundamental. We have studied their business patterns and people's personalities. We know they are safe. But before you do that, make sure you have your medical insurance covered first. That's the most important protection you should have.

What's the largest portfolio you have managed?

It's about 2 million size of fund for a couple who I am handling, and over half of million for a family portfolio.

What do you enjoy the most being a private wealth adviser?

The entrepreneurial spirit. The spirit of having no limitations to our thoughts and having no limits to how much you can achieve.

Who are most of your clients?

I handle clients from high-net worth groups in their 40s and 50s. I am only in my 20s now, so handling a group of people who are much older than me is a learning curve that I really enjoy.

What is your advice to the young financial advisers?

Invest in yourself and invest in people.

Invest in yourself means that invest in your knowledge. You need to keep on learning in order to grow. Try to always learn something new, technical and soft skills. For me, I always take two new courses every year, ranging from sales, business, NLP, or even Feng Shui classes. All of these eventually help me to engage better with my clients, because they feel like they can learn from me.

Invest in people means you have to nurture people in your team and create a strong system so you can grow your business.

Anything else you want to share?

I'm in the process of publishing my book. I hope this will help a lot of young entrepreneurs. Also, the big part of me that I haven't mentioned is I am very passionate about mindfulness and NLP therapy. I read a lot of news about young people who committed suicide and this issue is something that I really care about. I think it's my calling to help young people to deal with their trauma and issues in their family. It is something that I want to do in the near future.