

Jodi Payne Video Bio

What my clients need most from me is for me to actually listen to them. To listen to them, to understand what their personal financial goals are, what their business goals are. Each of our clients is unique, and it's when we sit down and really get to know them that we're really able to bring to them the solutions to their unique needs.

Clients give me business referrals because they place a lot of value in the services that I'm providing to them. They trust in the expertise that I'm bringing to them. And it's for that reason that I really feel that any business referrals from my clients is a huge compliment.

What sets SVA apart from other firms is we strive to deliver what we refer to as *Measurable Results™* to our clients. And in order to do that we really need to understand our clients. We take time to get to know them and their business needs or personal financial needs, their goals. And then what we do is we work with the rest of our SVA team and our professionals. We collaborate together to bring the right talent to whatever situation our clients are facing. And it's because of this technique of working with our clients and collaborating together that we're really able to bring them the results that they're looking for.