

# Why this picture?

The answer is... this picture is a **symbol of our relationship**. Let me explain. ....

- We wanted to remind you of this local area of its **natural beauty**
- We looked at the river. ....and noticed its mirror-like qualities.
  - This to us expressed our ability to help clients **REFLECT**. That is... to **look at yourself in a way you've seldom done before**. To see your most important values expressed. To realise – because of the questions we ask – why you live the way you do...where you do...here in the Mole Valley... or its environs.
- We noticed that the water has two qualities...
  - At first glance, it looks **calm...even inviting**
  - But then, we felt that there is something **dark and mysterious** going on underneath the surface. It makes you uncertain and nervous. You're loathed to step into the water alone.
- For the wise, this is just like the world of finance. What, at first glance, seems obvious... reveals itself to be the dark and hidden, swirling depths of today's globally complex economy, the markets, inflation, tax changes, budget changes, legislation,.
- If you stare at the water long enough you're mesmerised and get sucked in – in the worst sense of the word.
- If you look to the far side of the river, you'll realise... **"That is where I want to get to"**
- Fortunately for you, someone has prepared a way!  
Someone has created a series of stepping stones. A means whereby you can be guided – **step by careful step – to where you really want to be**.
- We, **Trentham Invest, are The Guide** and our way of doing business, is the Stepping Stones.  
And YOU need that guidance to help you use the stepping stones to arrive at **your chosen life style**

- So... as you consider all those things... You'll come to see that The Stepping Stones Picture represents what is going on in this room right now. And what is carried out whether you're here – meeting with me, or elsewhere...enjoying the life that we are financially underpinning together!.

**Nicola Downs Dip PFS**  
**Director**

