

A blurred, high-angle photograph of two business professionals, a man and a woman, standing in a meeting. They are dressed in business attire. The background is a warm, golden-yellow color with some faint, illegible text or graphics, suggesting a professional or financial setting.

# Doom and Gloom or Opportunity to Boom within the Finance Industry.

**With the finance industry in such turmoil around the world currently, would it be a good idea to enter this industry? If I said this was exactly the right time to become an expert in this field, you could probably be excused for doubting that. But now is a good time as so many people are requiring finance education, knowledge and professional help that an expert in this field will be able to offer.**

If you are passionate about helping people and educating yourself then the finance industry has a lot to offer. By being part of a team of finance professionals with the support of proven systems and having confidence with your own abilities then anything is possible.

The finance industry covers a wide range of skills, from credit controllers of small businesses to chief financial officers of major corporations, it's an industry that is very people focussed so you will need to be an expert, therefore your education and product knowledge is crucial to maintain credibility in front of clients and customers. It is a role that you can bring transferable skills from other industries that are people focussed, such as real estate.

Two companies in Christchurch are currently experiencing huge growth and due to expansion are on the look out for new people. You certainly don't need a degree in economics, just the right attitude and compassion for helping people.

Nicola Jane from ICG Recruitment Group spoke this month with Equitus (formerly Hart Woolcock Ltd) who have just recently employed a General Manager to oversee the implementation of a nationwide rollout for franchising their model. They have been in operation since 1999 and have achieved great success with the specific model they use and the knowledge and education they deliver to their customers. The company currently has 8 consultants and is looking to expand this further as well as set up Wellington and Auckland offices next year. With the opportunity for unlimited earnings and a lot of leads made available for you, there is the potential to set yourself up well in this exciting industry.

"With the right belief in yourself and the commitment to deliver unparalleled service to your customers with the passion to help, anything is possible with an excellent uncapped income to enjoy as well". Linda Hart, co-founder and director of Equitus Wealth Creation Systems.

The possibility of a swing to smaller banks and building society's could follow the trend in America documented in the Wall Street Journal dated 2nd December 2008 detailing a swing away from large multi national organisations due to the instability and making more personal and detailed service a priority.

"Customers seek stability, as well as a financial-services

provider that is willing to provide the products and services they need" Richard Davis, US Bancorp. This home loan provider in America has enjoyed a 35% increase in mortgage lending this year by going against the trend by sticking to the basics.

At ICG Recruitment Group we are not getting caught up with the Doom and Gloom as we will continue to recruit for our clients irrespective of what's happening in the world. The recruitment market has been through cycles of boom and bust before and we know how to get the best results for your company in this type of market.

If its experience you need, and in these times that is invaluable, that's when we are truly able to make a big difference to your company. We have once again this year recruited a variety of candidates into many varied roles and as usual we strive to get the top quality candidates with the right fit and right attitude, as this is so critical.

If you are looking for that change for the New Year or seeking a new recruit for your team within the finance industry speak to one of our experts for a confidential chat, contact Nicola-Jane at ICG Recruitment Group on 374 2424 or visit and read up on Nicola-Jane 's Profile.

Best of luck in the industry!,

Nicola-Jane at ICG Recruitment Group