

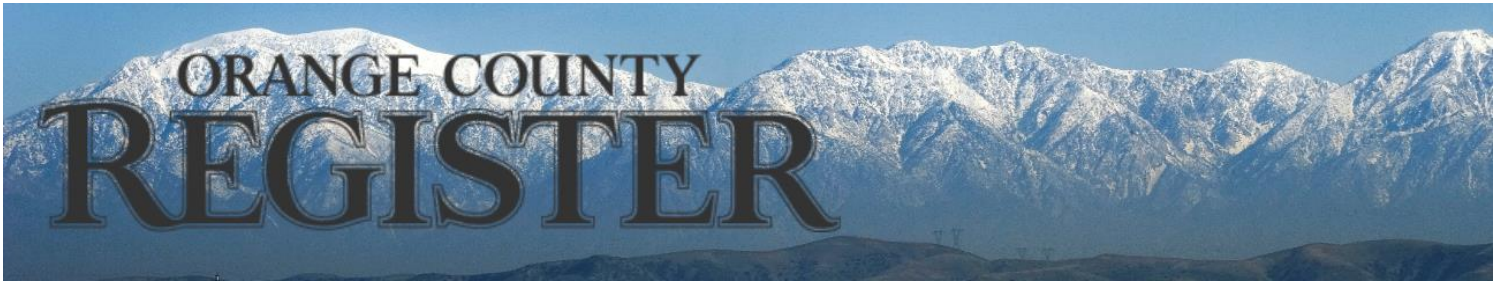
THE ORANGE COUNTY REGISTER



Financial adviser hurdled war, cancer on way to owning business

By Fred Swegles / Staff Writer

on **February 12, 2014**



NEWS

Financial adviser hurdled war, cancer on way to owning business

Feb. 12, 2014 | Updated 11:33 a.m.

By FRED SWEGLES / STAFF WRITER



Chad Schiel, 31, runs Schiel Wealth Management, an independent financial planning business in San Clemente. He says his service in the Marines helped him as a financial planner. "I learned to be analytical, develop a plan and, most importantly, execute it properly," he says.

COURTESY OF CHAD SCHIEL

Schiel Wealth Management

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San Juan Capistrano, CA 92675

Hours: 8 a.m. to 6 p.m. Mondays through
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Phone: 949-388-4455

Web: SchielWealthManagement.com

*Address updated on 04/01/2017

Not many people can say at age 31 that they have survived lung cancer as well as the war zone in Iraq.

Both experiences have equipped Chad Schiel with a distinct perspective for his vocation as an independent financial adviser in San Clemente.

He grew up in Yuma, Colo., a farming community of about 3,000 residents, working part time in his father's financial advising office. He said he learned at an early age how assisting people with their money could help them achieve dreams and security.

"I had my first investment account at the age of 14," he said.

Today, he operates Schiel Wealth Management. We asked him how he got there:

Q. What got you started?

A. Knowing that someday I would follow in my father's footsteps, I set out on my own after high school. I wanted to leave and explore the world. I enlisted in the Marine Corps at 17 and went to basic training in January 2001.

Having good grades and having a willingness to serve five years instead of four gave me the opportunity to work as an intelligence analyst. I did one tour to Iraq and was able to see most of the country and fight terrorism firsthand.

My time in the Marines helped make me the financial planner that I am today. Clients come to me looking for an opinion and leadership. I learned to be analytical, develop a plan and, most importantly, execute it properly.

About Chad Schiel

Hobbies: Fly fishing, fly tying, skeet shooting, hiking, backpacking – anything to do outdoors.

Favorite book: "A River Runs Through It." I was lucky enough to find a first edition a few years back.

Favorite movie or TV show: "The Big Bang Theory." I've always said that all guys are dorks, but the characters on this show are really big dorks. ... I love it!

Favorite saying: "No pain, no gain is a short road to hell!" You only live once. Make the most of it. Do things you love, enjoy the people you surround yourself with.

How San Clemente is different than Yuma, Colo.: It's much bigger and nicer. Yuma was a great place to grow up, don't get me wrong, but there wasn't much to do. San Clemente has so much to do, and the weather is great. ... I don't miss the harsh winters back home.

Favorite vacation experience: Fly fishing the Yucatan with my dad last spring. ... This was a dream come true for me. Best part, I bought the trip at auction for both of us on the open bid of only \$250. It was a \$6,000 trip.

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Q. And after the Marine Corps?

A. I was honorably discharged in 2005. I graduated with my master's in 2009 and started working for the same nationally known investment firm as my father. I started my branch in Orange County, a very different marketplace than the farming community where I grew up.

This challenge was made even greater when in 2010 I was diagnosed with a rare type of lung cancer. Having never smoked, this came as quite a surprise.

Q. How did lung cancer change you?

A. It was a long, painful treatment and recovery, and even involved going to Boston to be operated on by a world-class cardiac surgeon.

Once again, this was an opportunity to learn and become a better financial adviser. Finance professionals like me often time work with people who are aging or ill. Having gone through a life event like lung cancer, it made me more equipped to offer leadership, advice and a compassionate understanding.

Q. How did you become an independent adviser?

A. I spent almost three years building my business with Edward Jones (starting in Mission Viejo) before deciding to become an independent financial adviser. In January 2012, I opened Schiel Wealth Management. Ninety percent of my Edward Jones client base never hesitated to move. They saw value in what I brought them.

Being an independent adviser, I am now free from sales quotas and corporate agendas and can take the time needed to provide my clients with the best customer service, investments and solutions found anywhere.

Q. What's distinctive about your practice?

A. On my website and in my smartphone app, people can find a bunch of free advice and education, including a video lesson in money for kids. My business philosophy is to first educate people on the importance of their finances and teach them how to get ahead. Not everyone will become a client, but I am still happy to help them.

My clients hear from me regularly and value the leadership and integrity that I am bringing to this industry. I think of myself as a financial doctor, caring about the overall financial health of my clients.

PROFESSIONAL PROFILE



Chad W. Schiel

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Mission Statement

Offer tailored personalized financial solutions for individual investors and business owners by utilizing goal oriented planning, a diversified and conservative investment strategy, and uncompromising service.

Experience

Chad is a dedicated Comprehensive Wealth Manager and enjoys providing individualized attention to each client. Prior to becoming an advisor in 2009, he served five honorable years as a Marine Intelligence Analyst stationed at Camp Pendleton and completed one combat tour of duty to Iraq in 2003. A lung cancer survivor, he brings with him a warmhearted understanding in addition to his confident approach in service to his clients.

Education

- MBA: Finance and Accounting, Regis University
- Bachelors: Finance, Regis University
- Financial Planning Certification: Boston University

Honors & Awards

- California Unsung Heroes Award, California Senate
- 9x Five Star Wealth Managers Award, 2016 through 2024

Community Involvement

Chad is an avid fly fisherman and enjoys volunteering with Kids Around the World, and other youth organizations where he can share his passion for the outdoors with others. He is also an active member of the Exchange Club of San Clemente and the Marine Corps League, two of Orange County's finest philanthropic community non-profits. In 2017 he was awarded the "California Unsung Heroes Award" from the California Senate for his volunteer work with military families, Veterans, and combating homelessness and hunger.

Family

Chad grew up in Yuma, a small farming community in Northeastern Colorado. His father was a practicing financial advisor for over 25 years. He has two brothers, one a financial advisor, and the other served with Chad in the U.S. Marine Corps during the War on Terrorism. Chad is married to Lauren, a dedicated 8th grade math teacher and together they have three beautiful children.

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