

The Great Eight featuring Mary Madeline Kelly

1. Jim: You have grown up literally with the business that bears your last name. What are your earliest memories of Kelly Financial?

MM: Pretty much since I could walk! One of my earliest and fondest memories at KFS would have to be attending each and every seminar. My role consisted as follows: gather each attendee's name badge and provide it to them to wear, then eat as much bread and butter and fried chicken strips I could as my father and speakers gave their presentations! Then I would gather the gold sheets [information sheets] from the audience and stand on a chair to draw the winner of the raffle as my father held the microphone up to my face. Aside from all the delicious food I got to consume, this was one of the highlights of growing up in the industry!

2. Jim: You and I come from the same alma mater, Providence College. I found that PC prepared me well for the real world. Tell me about your PC experience and how it helped you prepare for your professional career at KFS.

MM: Yes, we did – Go Friars! It absolutely helped me prepare for my career. I chose Providence College for one major reason – community. It provided me with lifelong lessons about being proud of the community you're in and always being there for your teammates. I made invaluable friendships at PC. My friends were there for me every step of the way especially after losing my dad my junior year. I will forever be thankful for the community that PC provided me with for those amazing four years. And it also showed me how important it is to always treat others with kindness and respect – which I always try to honor here at KFS.

Jim: That is such a great point and I can vouch for that. I have lifelong friends from my PC days and those values are still with us.

3. Jim: You have probably had your hand in virtually every aspect of the business at some point in time. What are you up to these days?

MM: Pretty much! At KFS I am really learning more about all aspects of the business. It's really heartwarming to see so many clients I have known for most of my life. Regarding life outside the firm, as of May, I moved into my own apartment in Canton, actually where our COO Mike Doucette lives with his family! I must say an hour commute cut down to 15 minutes is pretty life changing. Other than that, I enjoy seeing my friends in the city and taking on the trek to Rhode Island to see my mom, William, and sweet puppy Georgia!

4. Jim: How has Kelly Financial changed over the years?

MM: Kelly Financial has grown tremendously over the years. Aside from the astonishing growth in assets under management, we have added several new faces to the team who have really helped to push us to our full potential. Although we have had some changes throughout the years, the values my parents set forth since the beginning have always been kept the same.

5. Jim: For those new to Kelly Financial, tell us something about your dad that we might not know or a fun story that captures the co-founder of KFS.

MM: There are so many fun stories I could share about him; he was such a unique individual. Something he always strived to teach his family and everyone in our KFS family was to “never give up.” No matter how difficult or seemingly impossible something seemed, he wanted us to always put forth as much effort as we could. He would always preach that in order to grow in life, you must be uncomfortable and step outside your comfort zone. Growing up, at times, I would not understand why he would always push me to work so hard and to do things I was scared to try, but now as an adult and living without him I find that the harder I work at things I never thought I could do, I seem to surprise myself. He was the most generous, wise, and trustworthy person I have ever known. We will always try to adopt those values, live by his legacy, and push ourselves, too.

6. Jim: OK, we're getting close to the really fun questions. But before that, you are in a unique position. You report to the CEO but the CEO also happens to be your mother. How's that working out?

MM: It is certainly a unique position to say the least! But I wouldn't change it. My mother cares so much for our company and teaches me so much on a daily basis. I have so much respect for the way she has gracefully led the company since my father's passing. We work great together, but I must say she can be a tough cookie when she needs to be!!

7. Jim: What hobbies or other interests do you have outside the office?

MM: I enjoy trying new restaurants and eating delicious food (maybe I acquired this from the seminar days?), as well as taking long walks and listening to inspiring podcasts around the peaceful wilderness of Canton. I also enjoy running, reading, and playing with dogs!

8. Jim: Favorite: meal, movie, music?

MM: Favorite meal would have to be a salmon dish with brussels sprouts and sweet potatoes, but when I am really in the mood to splurge, I enjoy a juicy crispy fried chicken sandwich. My favorite movie is the entire Rocky catalog as I love the message he sends; it's like one big movie. Lastly, my favorite music is pop, soft rock, and country in the summertime.

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