

## The Great Eight featuring Michelle Overstreet

1. Tell us a little bit about your career at KFS... ***I have been with Kelly Financial for many years, back to when Bill first started his radio show. KFS is a wonderful organization to be a part of. I forget the exact date but certainly over 15 years.***

2. What's the best part of your job? ***Talking to people, connecting with them and finding out what their needs are. I have had many wonderful conversations with folks over the years.***

3. In many instances you are the first Kelly Financial team member who has contact with a prospective client. What is the key to your success in fostering relationships with clients and prospects? ***By being completely who I am and connecting on a person to person basis. I am not robotic or scripted. I am just 100 percent myself. I see myself as the bridge between the marketing side and the service delivery side of the business – and it's certainly a collaborative effort. When speaking with a prospect, I inquire as to what their needs are and offer a complimentary review with an advisor. The handoff is made, and this process starts with a phone appointment where Michael Doucette will gather a little information over the phone so when they come in, it will be a more productive meeting for them.***

4. What's the biggest change you have seen at KFS in the time you have been here? ***I would say the biggest change was when Bill sadly passed away. It was a loss for everyone who knew him. Through perseverance the company has grown in leaps and bounds; it's been amazing seeing this transformation.***

5. This is a family affair at Kelly Financial. Your daughter Kayla has been part of the firm now for a while. Kayla has sort of grown up with the firm... ***Kayla came in about 3 years ago and it was a great fit all the way around. KFS had an opening and she applied. She was working for another company, but she had her options open. I'm so happy that it was a good fit! That is one of the many things I love about KFS is the family connection!***

6. Tell me about your hobbies... ***Reading, golfing (although I'm not very good), spending time on the beach and sea glass hunting. Hiking in nature, gardening. Absolutely beautiful! With regard to the sea glass, I have had other collectors offer to buy some of the pieces. And I have so many projects in mind... I have many bottles of sea glass that are just waiting for me to retire so I can make jewelry. I have 2 very special pieces that I believe were washed up from a glass factory on Cape. One is all blue, the other has different colored swirls through it and is magnificent. But I'm not ready to retire just yet.***

7. I've been working with you for a number of years now and you have been at KFS for many years before I joined. Tell us something about yourself that we don't know. **Well, I walk 8 miles a day and I'm a bit of a lunatic about reaching my steps daily. My daily goal is 20K steps per day and it's not only so I can live to be 103 but also so I can have a guilt free bowl of chips and ice cream every evening!**

8. Favorite: meal, movie, music? **Favorite meal is a tough one. I am an Italian foodie! If I had to come up with one, it would be a tossup. Lobster and steamers, or Prime rib. Calamari would be in the top 3. Movie would have to be Titanic. Music? Oldies Rock and Roll! I listen to radio in the car. But I prefer live concerts and have so many great memories. I have been attending concerts from the age of 15. The first concert I attended was the Eagles and Fleetwood Mac at the old Schaefer Stadium. I got grounded after that one because I got home late. I was a bit of a rebel back then and it seems like I was always grounded! But, as I look back, I think the absolute best concert I have seen, believe it or not, was Meatloaf. He is so theatrical and put on a fabulous show. Elton John is a close second. I have tickets to see Elton John again in the summer of 2022. I went to see Rod Stewart when I was 16 and I had 3rd row seats that my dad got for me and some friends. When he kicked the soccer balls out, one brushed my fingertips but the girl behind me got it. At a Bob Segar concert at the old Garden we had horrible seats but ended up making our way up front. Not sure how, but I found out later that one of my friends told the usher that we would meet him after the concert! (We did not) I'm very fortunate that my daughter Kayla is just as much into my oldie rock bands as I am, and she attends the concerts with me. I like the older bands because it is all them and their instruments. I went to see Ariana Grande a couple of years ago and you could barely hear her voice over the background music that was piped in. It was awful.**

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