

# A passion for life

Phil Held is passionate about this profession and advocating for it — to protect it, provide for his growing family, and safeguard the tremendous value of the profession.



## Open doors



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At Phil Held's first job after college, he put in 110% to prove to his employers that he was ready for advancement. But when he put together his proposal and sat down to make his case, his boss told him, "That's a great idea, but no."

That door was firmly closed, and there was nothing he could do about it.

"I think that's what attracted me to financial security," says Held, a financial professional with MassMutual New York State who has worked in the business for 14 years. "Not only the fact that I could impact others with work that I do, but that I'm self-employed — and the sky's the limit. I like a structure where you're rewarded for hard work, and I found that in this business."

That hard work has enabled him to support his family — wife, Michelle; daughters Chloe, 11, and Holly, 4; son, Timothy, 2; and another little one on the way. It has also given him a lifestyle where he can enjoy

valuable family time, drive his daughter to school twice a week, and cheer her on at sporting events.

That's why, eight years ago, when he was asked to serve on the board of a New York-based advocacy group for the profession, he immediately said yes. "Nobody wants to volunteer for this stuff — there's a lot of time involved," he says. "But people may think somebody else is going to do it, and there is no one else. So you have to step up."

As the inaugural chair of Finseca NY, Held says he feels that need to step up now more than ever. "Advocacy is so critically important to what my business turned into. That's why I'm so passionate about it. I feel like I need to do everything in my power to protect it, to provide for my family, and to protect the value of what we do for people. I feel like this profession is a critical component in the world we're living in right now." 

Photo courtesy of Phil Held