

If Your life was a reality TV show, what would it be?



TRAIL MAGIC

Long-distance hikers use this term to describe the unexpected little moments that happen in the middle of nowhere. Sometimes it is an animal encounter, sometimes it is the breathtaking view at the top of a long, hard climb, and sometimes it is a cold six-pack left in a stream by a local trail angel. The one thing you learn is, it is the little, seemingly insignificant moments that really carry the beauty and reward of the journey. The only person you would compete against is yourself. To win is not easy, but it is very simple-you just keep going forward.

Scott Glenn Smith, 37

Partner, Vice President, Planning Strategies Inc.
Mount Joy, Lancaster County

For Scott Glenn Smith, Sept. 11, 2001, is especially bittersweet. Just a week after the terrorist attacks on New York City and Washington D.C. and the crash of United Flight 93 in Pennsylvania, he opened the doors of his very own business, a financial and investment services company.

“This proved to be one of the most challenging times to open any business because of the adverse affect to our nation’s economy and stock market, but it was especially challenging to a firm specializing in investment management,” Smith says. “Our firm not only survived but grew and prospered. We consider this to be a testament to the philosophies with which we built our firm and serve our clients.”

After graduating from Penn State University in 1990, Smith worked for The Prudential Insurance Company of America in Mechanicsburg, and Mutual of New York Life Insurance in Mechanicsburg. He worked as an independent broker from June 1992 through December 2000 before taking a position with First Union Securities, supporting bank branches in the Hershey, Palmyra and Middletown areas.

Smith and two partners founded Planning Strategies Inc. during that fateful week of September 2001. In five years, the company has grown to manage more than \$30 million in client assets, and the firm provides full-service investment and insurance brokerage services.

Together with his business partner, Steven Mitchell, Smith also co-developed an educational program, “How to Choose a Financial Professional,” and co-created and designed a textbook workbook and seminar presentation, “The College Decision Navigator.” This year, Smith and his team are launching a new book, “Taming the Retirement Octopus,” which provides insights into overcoming the anxiety of preparing for retirement.

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