

March 2022

## Amo mi trabajo (I love my job)

**[Photos of a Latino family celebrating a birthday. A Latin street festival, with a dancing lady in a beautiful blue flowered dress]**

>> Narrator: For many people, their faith, their family, and their communities are some of the most important things in their lives.

**[A young lady takes a selfie with smiling friends. Three generations of a family celebrates a young teen's birthday]**

Every day, the work that I do influences these things... for my clients, who are also my friends... and often times I become part of their "familia".

**[Three professionals meet with a client using a digital tablet]**

That's why I love this job.

**[A mother hugs her daughter who is wearing a graduation cap and gown, holding her new diploma. A young family is unpacking boxes in their new home.]**

Children go to college, people retire gracefully, couples move into their first homes,

**[A man stands proudly before his small business, with fresh breads on display behind him. A group of elderly gentlemen play dominoes.]**

businesses start, charities and communities are supported... all of this, in part, because of the work that I do.

**[A large family reunion. A young girl hits a piñata. A man readies for a wedding. A Latin street band plays percussion instruments.]**

I might attend baptisms, quinceañeras, family reunions, weddings, graduations... you name it... celebrations of all kinds

**[A man comforts a woman, they are wearing black at a funeral.]**

But I might also attend funerals, comfort grieving families

**[A woman holds her head in her hands, upset. A very close image of an elderly lady's hand.]**

I've supported those struggling to find a new job, planning for college or supporting someone back home.

**[A newly married couple look into each other's eyes.]**

All of those things, the happy and the sad, are reasons why I love this job.

**[A young lady stares upset at her bills.]**

I can make complicated things clearer so people understand it.

**[A helpful professional lady in a suit jacket helps a younger lady.]**

I know the right questions to ask and I know how to listen for the answers.

**[A couple stands in front of their new home construction with a worker smiling.]**

I can solve problems and find solutions. People need someone to put their interests first.

**[A family of three generations sit together and smile. A small business owner proudly smiles, arms folded on top of her pastry case. Close image of young hands holding elderly frail hands.]**

And for many people, I am that someone. That's why I love this job.

**[A group of four young smiling friends. A dance class with the instructor showing students a new dance move.]**

You know some people think this work is all about money. But it's not. It's about friendship, integrity, trust and it's about familia.

**[A father and young son fist pump while playing video games on their couch.]**

And I help families live the life they want, and in some special cases, the life they thought they couldn't have.

**[A professional lady stands proudly in front of her team, arms crossed.]**

That's why I love this job.

**[Portraits of professional financial advisors appear slowly, one at a time – women, men, black and white, Hispanic.]**

That's why I'm a financial advisor.

**[Wells Fargo Advisors logo]**

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