

September 2024

## Power of Diverse Teaming – Sobers Team

>> Kyle Merino (Financial Advisor, First Vice President-Investment Officer, Wells Fargo Advisors):

Working together as a team, I certainly have gotten to work with a more diverse client base. We all worked as solo practitioners for a number of years. You kind of build a client base and a lot of times the clients all start to look alike just as far as their demographics, their family situation, their careers, where they are in their life.

And in teaming up with Victor and Michelle. You know, instantly I was thrust into a team situation where I was working with very different client bases from my own. There certainly were some similarities, but kind of like our team, our client base now reflected some of the diversity that we had.

>> Michelle Manners (Senior Financial Advisor, Senior Vice President-Investment Officer, Wells Fargo Advisors):

Victor is the visionary. He's a driver. Kyle, make sure that we do everything you know to the letter. And I'm the warm and fuzzy, you know, relationship person. So, to me having those other skills, it just completes us. You know, it makes me a better advisor. and knowing that, you know, my clients are really going to be cared for, that we're not going to miss anything.

>> Victor Sobers (Senior Financial Advisor, Senior Vice President-Investment Officer, Wells Fargo Advisors):

You know, I've got to say, you know, with being in a diverse team and having a senior partner that's going to be retiring here in the next year and a half. She really embraced me as a whole, as a person. I'm a diverse FA. You know, she's a diverse FA, is far from being a woman or, you know, a minority in the business being a woman.

But she didn't see me as a diverse person. She just saw me as someone that she felt had the skill set, the humility, the personality that would care, the way that she cares for her clients. And there's no issues amongst team members, everyone gets along. And yeah, we are different, you know, from at different ethnic background, different ages.

We all grew up differently, but we all have one common goal and that's, you know, serving the individual investor.

### [Wells Fargo Advisors logo](#)

The experiences discussed are specific to those associates listed and may not be representative of the experience of other associates.

Wells Fargo is an Affirmative Action and Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran.

Wells Fargo Advisors is the trade name used by Wells Fargo Clearing Services, LLC and Wells Fargo Advisors Financial Network, LLC, Members SIPC, separate registered broker-dealers and non-bank affiliates of Wells Fargo & Company.