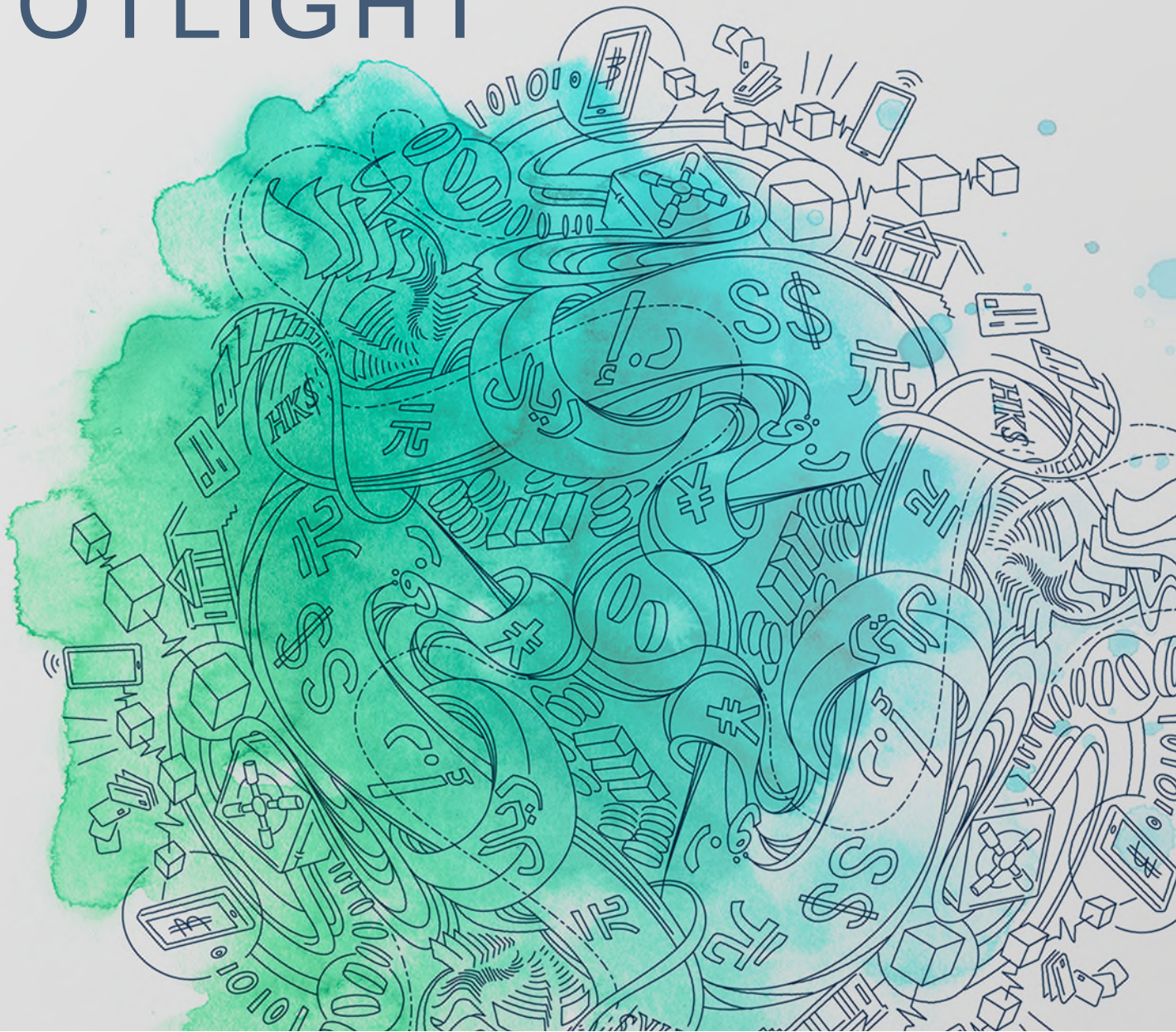
ALUMNI SPOTLIGHT

Funmi Olufunwa



ADDLESHAW GODDARD

TRANSCRIPT

FUNMI OLUFUNWA

I am a financial educator, but I have got a long background in financial services.

I started off as a lawyer and I was a lawyer for just under 20 years actually and then I moved out of law into financial coaching and I moved from financial coaching to being a mortgage advisor and then I left my mortgage advisor role at the end of last year and I set up Hoops Finance.

So now Hoops Finance is my full time business; my full time passion, which is improving financial education and closing the gaps in skills, knowledge, awareness and action when it comes to all things personal finance.

So, my whole point behind Hoops is to kind of demystify the world of money and personal finance; help people understand how products and services work and things like pay gaps, you know, pension gaps, investment gaps, raise awareness to having those topics of conversation, that's the mission, I guess. The overall big mission is to financially educate the nation, that's kind of like the big goal, but exposure to client the knowledge I gained, etc, I use that, you know, all the time.

So, it was a really good time actually. I was very proactive in coming to AG, so I trained, qualified actually at a different law firm and just by chance I got involved in a pro-bona case that involved a credit agreement and I had never really come across a credit agreement before, didn't really know what it was, but it was really interesting to me and it was something that felt quite tangible and I think a lot of the work that I was doing was for big corporates.

I remember I was working on one project that was like a pipeline in Alaska, just really kind of big scale stuff but not really relevant, not really tangible and so when I was working on this particular matter it felt real:

- there was an individual, and then
- it was about a car, something I understood,

and I thought I quite enjoy this and then asked if there was actually any work of that type within the firm itself and there was, but there just wasn't enough of it, so I was doing bits and pieces where I could, but I was obviously very, very junior at that point and you can't really dictate the work that you want to do.

So, I thought well I know I like this stuff, can I find somewhere where I can do a lot more of it.

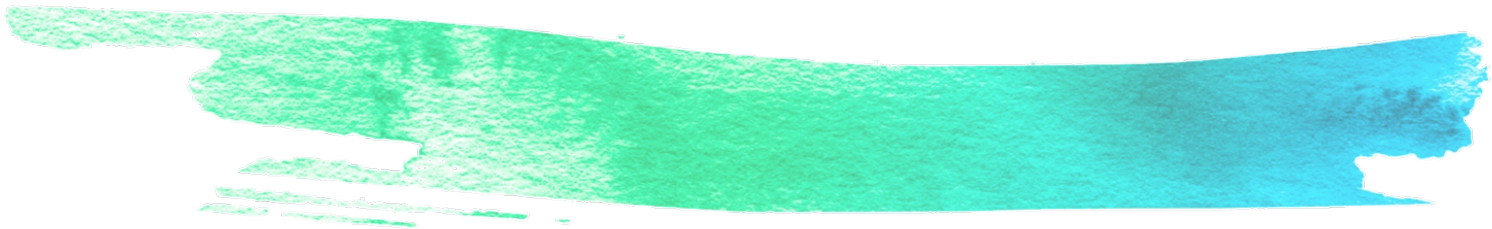
So I looked around for different law firms and Addleshaws actually had a specific dedicated department, the financial regulation department, so it was a speculative application actually. I went through a recruiter and kind of said can you approach AG and see if they're looking for people and luckily they agreed to meet with me and I remember I was interviewed by a partner at the time and yeah they offered me the role and I guess the rest is history.

Now I am running my own business, I can do the things that I want to do. I can say yes to the opportunities I want to say yes to. I can work with the clients I want to work with, but equally I can also say no and I have got that power to say no. So I say that's the best thing.

I think the worst thing, it's because I really enjoy what I do, it's very hard to switch off. So in the evenings, you know, maybe I am watching TV and I might see something and it might trigger a thought, oh that could ... I will write something down, get my phone out, put it on the notes app and yeah I find it quite difficult to switch off, so I would probably say that's the worst thing.

I found that at AG people were just, it sounds a bit strange, because obviously people are normal people, which is quite normal and they were just very down to earth and would just happen to be also really good lawyers as well and I think the senior people that I was working with and learning from, they were quite different in many ways, but you know they worked in different ways that I hadn't experienced necessarily before, yeah I think it's, I mean the events are great because number 1 you get to kind of catch up with people, you know, that maybe you had worked with previously but also you get to just find out what everyone is doing and, you know, it may be, depending on what people are doing with those opportunities for partnerships for collaborations and you never know where things are going to go. I think lots of people have moved in such different directions and also lots of people are still here.

So it's nice, it does feel, I know this sounds so cheesy but it does feel like coming home, like even when I came here today to do this, it was just so lovely, welcome back, like people knew my name, it's just, yeah I think, I think I am really fortunate to have worked here.





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