

**On Screen:** Master Your Family's Future. Chase Private Client. Stephan Aarstol

**Description:** The Chase logo is shown next to Stephan Aarstol as he walks down a beach with a surfboard. Music plays.

**Aarstol:** "The reason I was inspired to be an entrepreneur was just, you can control your own destiny. And it's kind of a creative outlet for me. I grew up in sort of a small logging town in Washington State. My mom managed a bank. My father was sort of on the other extreme, really, he was sort of an entrepreneur, a little more aggressive with his finances. So I think you've got to be growth-minded at times and conservative at other times. Both those can serve you well."

**Description:** Stephan in business meetings with colleagues.

**Aarstol:** "After starting the poker chip company in 2004, I had the best month in the history of the company. I literally made more in one month than I made in an entire year at my day job before. The birth of my son changed everything for me. Instead of buying a boat, which I was thinking of doing at the time, I decided to put my money away and invest."

**Description:** Stephan making calls in a home office.

**Aarstol:** "Meeting with an advisor was crucial because it gave me a sort of, a structured approach. It set me up with some opportunities that really paid off down the road. You know, the best sort of piece of advice I got from a financial advisor was, "The markets go up and down, life goes up and down, and if you have, like, cash where you can pounce on opportunities, that is a huge advantage. In 2010, I started a paddleboard company. And I have a business that will do eight or nine million dollars this year."

**Description:** Aarstol in paddleboard workshop. Aarstol with his son.

**Aarstol:** "Having my son did set me up for future success in a lot of ways. When you have these responsibilities, it forces you to make sort of better, a little more conservative decisions. You know, after you have children, you really start to need to sort of plan for the future. I think having a plan really gives you just a sense of calm. I have enough sleepless nights because of my business. I don't on top of that want to have sleepless nights about my, you know, personal finance. Taking advantage of these opportunities has allowed me to find fulfillment and happiness in my life and allowed me to spend really precious moments with my son that I'll never forget."

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