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Educating a Different Audience

Two former teachers turned financial planners said they still do plenty of educating.

A financial planner since 1987, Daniel Candura of Braintree, Massachusetts, a former elementary school teacher, principal, and school board member said his own financial crunch prompted him to change careers.

"My children qualified for reduced-price lunches in the town in which I taught," he told Education World. "I have four children. They begged me not to make them buy reduced-price lunches." Candura also had supplemented his earnings with summer and part-time work over the years.

When he saw an ad in the state teachers' union journal about 25 years ago that a firm was looking for teachers to train as financial planners, he took a chance. But it was not without some regrets.

"Teaching and being a principal were the most fun jobs I ever had," he said. "I really seemed to make a difference." The way Candura sees it, though, now he is educating another audience. "Teaching is a job where you explain complex things in simple ways. Now I explain complex things in simple ways to taller people.

"Teachers are so important to the future of the world," Candura continued. "A lot of the traits that make a good teacher make a good financial planner -- the same spark, the same intellectual curiosity, idealism, willingness to help others, and optimism about the future."

Marilyn Capelli Dimitroff of Bloomfield, Michigan, turned to financial planning after she tried unsuccessfully to return to teaching math after staying home for several years to care for her children. "When I was ready to return to work, there were no teaching jobs open."

She also calls on her experience as an educator in her second career. "So much of what I do is teaching. Now I'm not in a classroom -- I do it one-on-one with clients."

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