

## Sean Flynn

# Clippership Financial Rep Remains Steady at Helm

IN HIS 17TH YEAR as a financial advisor, Clippership Financial's Sean M. Flynn is weathering another market downturn with flying colors: He climbs one notch from last year's ranking to 36th place, with a 10% increase in production to \$1.2 million, and 15% growth in assets under management, to \$140 million.



Flynn attributes this success to his conservative investment strategy—his clients “didn’t get clobbered” in the dot-com crash—at the Salem, MA, bank. “It was hard in 1999 and early 2000, because most of our clients had bonds and growth and income funds,” he says, noting their returns paled in comparison to those of soaring tech stocks.

Flynn says communication is key. After the September 11 attacks, he sent out two client letters with pieces about past market dislocations and rebounds. “Our business is more psychological than it is about investments. It’s about getting people to stay the course.”

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