

*One of our long-time clients, and one of the dearest people you will meet is, George Poulos. George and I met at the Villa Park Rotary Club back in the early nineties.*

George was born, raised, and went to school in Pasadena. His parents were friends with another family who attended the same church in Pasadena. They had a lovely daughter, Selia, who was ten years younger than George. One day, when George was about 30, he noticed that the little girl had grown up and become a beautiful woman. The two became friends and started dating casually, "without any expectations." Discovering that they had much in common and enjoyed each other's company, they decided to marry.

Today, 42-years later, George and Selia are still happily married and the proud parents of three grown children and two grandsons, all of whom live in Southern California. When we spoke, the couple had just returned from watching their grandson's soccer match. "He's quite a soccer superstar," says George, as only a proud grandparent can.

George knows how fortunate they were to have married at a time when nearby Orange County still offered newlyweds affordable housing. "In those days, the early sixties, Orange County was to Pasadena how the Inland Empire is compared to Orange County today; it was a place where couples getting started could afford to buy their first home. When a new job took me to south Orange County, we rented an apartment until we were able to buy a little house. Like many others, we gradually moved up until we found our current home in Villa Park."

George entered the insurance industry in 1964, when he went to work for the American Automobile Association. He later moved into the commercial insurance business, and in 1990 he and a partner founded their own property and casualty agency called Everest Insurance. A national insurance carrier noticed the company and offered George and his partner a sale/merger opportunity that was "just too good to refuse," according to George.

Today, at the age of 73, he remains active in the business. "I hope to work until I can no longer do it; thankfully, I don't need to work, but I love it. If I couldn't do this, I would find something else. If the Good Lord lets me do this until I'm 90, it would be wonderful."

George and Selia love to travel, they have been all over the USA, China, and Europe several times. George climbed the Great Wall in China, "Just to say I did it," he laughs. He is impressed with how smart the Chinese people are when it comes to tourism. "They fly you over in new wide-body planes with attentive service; they have beautiful 5-star hotels with all the amenities. We even took a cruise ship up the Yangtze River. It was breathtaking."

Next spring, the couple is headed off for an 11-day safari into Tanzania. "That sounds pretty adventurous," I said. George just laughed. "You should look into it. There's a firm called Tauck Travels that provides 5-star vacations all over world. It's expensive, but it's first class all the way. They pick you up at the airport and take you to the outback. We are only taking pictures, not shooting anything. Dinners are in outback lodges with white tablecloths, gourmet food, and all the comforts."

Barely taking time to unpack, the couple will be following up their safari with an Alaskan cruise in the summer. "We're taking all the kids," smiles George. "As my CPA recently said, 'You own your home, your boat, and everything else; what are you going to do with your money? Why not have some fun?' I decided he was right, so we intend to continue to travel and have some fun as long as we have our health."

George has been heavily involved in his church, St. Paul's Greek Orthodox Church, in Irvine, for over 30 years.

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George Poulos, Client*

"Through our church, Selia and I still enjoy some of the finest friendships with the nicest people you could ever meet. We have been blessed with wonderful friendships and three wonderful children, who all turned out great."

George notes that "All through our married life, even when we had little money, we managed to do things with the kids, take vacations, and go water skiing; we always had a small ski boat, and did fun things together. My oldest son is working in Information Technology with a Los Angeles company. My older daughter is an attorney; she went through college, law school, and passed the Bar on her first try. My youngest daughter is a Human Resource executive here in Orange County."

George also finds time to get in a little golf and do some socializing at the couple's vacation home in Palm Desert.

"When I met Karl and learned he was a financial advisor, I tested him out with a little money. I found out he is a straight shooter. I have a variety of investments, including some investment properties in Orange County and New Mexico, along with a few others. I park most of my investment capital with Karl, and he's never disappointed me."

George says that after 42 years of marriage he has a deeper appreciation for Selia than ever. "We have been so blessed, and we are appreciative."

*What a wonderful  
sentiment, and  
what a wonderful  
life George and Selia  
have enjoyed  
together.*

*Bring us back  
some exciting  
pictures from  
that safari, George!*

