

Dave Rogers

# Banker to Life Coach

By Sabeena Naz

By the time he was 37, Dave Rogers had everything going that would make his peers go green with envy - a high-profile banking job handling big portfolios, travelling the world meeting government officials, and of course, earning the big bucks. And he was also happily married and expecting his first child. You could say life was peachy.

But when Dave missed the birth of his son, he realised that money didn't really make the world go round. This was the epiphany that saw him make a drastic decision to switch career, from banker to master coach with a similar squeeze in income. Today, three years since his career move, he has had no regrets and if anything, is basking in new found happiness and passion.

When he graduated with an MBA at the age of 22 in 1987, he secured a job as a corporate accounts manager at the Royal Bank of Canada, the second-largest bank in North America at the time and Canada's largest bank. When he was posted to Japan eight months later he was one of the youngest expatriates working in the bank.

Within eight years, he rose through the rungs to be the deputy general manager of the Tokyo branch handling risk management and managing about 70 people.

At the peak of his financial career, while working for a large French international bank across Indonesia, Hong Kong and Malaysia he secured financial deals amounting to more than US\$983 million in 1997 alone - an amount considered huge given the tough Asian Financial Crisis period.

He was then talent-spotted and was among four people head-hunted to start a new regional investment bank based in Singapore. So he left his position at the French bank in 1999 and started laying new foundations. This meant greater responsibilities and more travelling to meet prospective clients. A year later, all this changed.

It was on a fateful day on July 25 2000, when he was in Jakarta to meet with the Indonesia Minister of Finance, that his son made an early arrival.

"At that time, I had already requested little or no travelling as my wife was expecting. But I agreed to make that one trip to Jakarta to meet the Minister of Finance as I believed it was

for a good reason - to help the small and medium enterprises there create financing strategies after their markets suffered in the financial crisis." The same night as he arrived in Jakarta, while he was sleeping in his hotel room, he got a call from his wife who told him that her water had broken.

"I jumped out of bed and for two hours, I faced a whole range of emotions from hating myself and my job to sadness and anger. I called my wife three times and I cried when Justin was born at 3.44am."

"I was expecting my first child and at the age of 37, I had waited so long. And I missed it...".

With the strong encouragement of his wife, he went on with the presentation, rushing home later that day, finally to see his baby son around 4pm.

"Oh how I wanted to be at his birth. In fact, at the pre-natal classes, I was the only father to make all the classes. Justin's birth was the catalyst to get me into a position where I started to make more decisions based on being the best person I can be, based on investing wonderful time with my family. I learnt more about mastery, especially emotional mastery." Dave left banking in 2001 to become a Life Coach.

Now three years on, he is the Master Coach of Competitive Edge, training others throughout Asia in Advanced Coaching Skills. He has become a stakeholder in 18 companies in eight countries and has conducted business talks to more than 20,000 people, ranging from CEOs, and entrepreneurs to actors, and radio personalities.

As a high-powered financial banker, a gruelling working day would see him missing breakfast with family as he clocked in at 7am to catch the markets' opening prices.

Nowadays, Dave told XL, he has time to have breakfast with his wife, take his son to the park to walk or ride a bicycle, and is able to prioritise his time such that he need only take one

overseas trip a month.

"My income now is 70 per cent of what it was at the height of my financial career. But compare this to that environment which was not nurturing or supportive. You cannot put a dollar figure on that kind of gain," said Dave.

"I now specialise in transformation. I love being able to help people get clarity about what it is they want in life, to make their dreams a reality."

And he says all this is possible if you are aware of what you want, understand what it takes to get there and "make it happen!"

He should know. His life story stands a testimony. XL



Dave Rogers, Chiharu and Justin

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