

# BALTIMORE BUSINESS JOURNAL

## CHRISTOPHER BLAIR, CFP®

► **What was it like having to take charge when CEO Robert Mewshaw was injured in an accident last year?** Well, the accident happened two weeks after my son was born. As accidents always do, it caught us all by surprise. However, I have been preparing to step up into a leadership role, since it has always been part of the plan, but it just happened earlier than we thought it might. We have a phenomenal team and, as planners, alternative management safeguards and procedures are always in place. So it wasn't as difficult as some might imagine.

► **What kind of leadership did it require?** Our firm is a small, close-knit group. I joined in 2014 and everyone else has been with the firm for 20-plus years. I have learned a lot over the past six years, but one never stops learning in our business. Stepping into this role required me to admit what I didn't know and seek guidance where needed.

► **What has your biggest challenge been in the pandemic?** Not seeing our clients on a regular, face-to-face basis. Our business is one built on relationships and trust, which is usually best forged in face-to-face meetings. Phone calls and Zoom/FaceTime can only do so much. In-person meetings allow our clients to be comfortable in opening up to tell us what is really on their minds.

## 40 UNDER 40



JOHN J COYLE JR. / COYLE STUDIOS

**Age:** 34

**Title:** Investment counsellor, VanSant Mewshaw

**Education:** Bachelor's degree in finance, Loyola University Maryland

### QUARANTINE HOBBY

*"Woodworking.*

*I enjoy working with my hands, the smell of the sawdust, the design process and seeing the completed product.*

*It is very satisfying from start to finish."*