

Leadership in Action

FPA members inspire others in many ways, helping lead in their practice, local Chapter, community, family, and especially with their clients. FPA Leadership in Action helps highlight these “everyday” qualities of our members and remind us that we all have opportunities to lead.



NAME: Eddie McNeal, member since 1996

COMPANY: Ameriprise Financial Services, Starkville, Miss.

Learning and Leadership Are Indispensable to Each Other

A Leader in the Profession

Eddie McNeal has been in the financial planning profession for more than 20 years, and according to colleagues, exhibits loyalty, honesty and fairness as he deals with all people. One client says he’s “a shining example of a financial planning professional and FPA member. His high standards of professional quality and integrity are inspiring, and his good humor and humble attitude make him a friend and pleasure to work with.”

Eddie has always worked diligently to enhance the stature of financial planning and to increase collegiality among professionals. Recently, he has spent significant time actively soliciting participation among FPA of Mississippi members. With his extraordinary commitment to FPA, he was also asked to become the “point person” to establish FPA of Northern Mississippi — a move that would be extremely important in order to garner participation from folks in rural communities. So far, Eddie has made a serious push, and it is anticipated that the chapter will be formed in the near future. “When we charter our new chapter, it will have been done almost singlehandedly by Eddie and his office. And he has done it in modesty. Eddie’s transparency and willingness to share his practice is unparalleled in the industry,” says a colleague. But, true to Eddie’s disposition, he doesn’t take sole credit. In Eddie’s words: “It has been a privilege for me to work with a terrific group of professionals. Our steering committee is outstanding and when we succeed in chartering our chapter, it will have been a collective effort.”

Lessons Learned

- Never lose the desire to “sharpen your saw” and perhaps, add a few new tools to your toolbox
- Be humble — we all know more than we think we know, just as we know less than we want to know
- Always work hard to communicate and speak highly of others

Eddie’s Leadership Portfolio

Eddie is a senior financial advisor at Ameriprise Financial Services, and an active member of FPA of Mississippi. He is a CFP® and CRPC® practitioner.

“Nothing so conclusively proves a man’s ability to lead others as what he does from day to day to lead himself.”

— Thomas J. Watson

