

ALEX J TRONCO

Managing Director – Northwestern Mutual

Success Magazine: What does success mean to you?

Alex Tronco: Reaching my maximum capacity in my career, having a meaningful relationship with my family and God, and knowing that I have made a difference in the lives of people that I've had the opportunity to meet.

SM: You have had a special journey in life. At age 8 you and your family moved from Italy to America, but moved back to Italy. You and your sister came back to the US when you were 16. Why?

AT: We knew that this was the land of opportunity. We understood that if we were willing to work hard, we would be able to pursue our dreams and live a life filled with meaning, purpose, and joy.

SM: Without the backing of an influential family, you chose to attend Siena College. Why did you choose Siena when you could have gone to a State University?

AT: I wanted a place that felt like home, where I felt that people cared not only about my academic success, but me as a person. That is exactly what I got at Siena.

SM: How were you able to afford Siena?

AT: I worked several jobs, including a full-time job at my in-law's deli in Albany. The government was nice enough to let me borrow some money along the way as well.

SM: You have become very successful in the financial field. Why did you choose this as your career?

AT: I wanted a career that gave me the ability to make a difference in people's lives. I also wanted a position that would give me the opportunity to control my own destiny.

SM: How did Siena prepare you for your career?

AT: It gave me the ability to interact on a daily basis with people that wanted to make a difference and were willing to help. Siena gave me the confidence to go out and accomplish my dreams.

SM: What is your area of specialty in the financial market?

AT: I help people provide financial security for their families, in a time where most people are struggling to save money and make the right choices for their financial future.

SM: With your busy schedule how do you achieve balance in your life?

AT: I am surrounded by great people who help me with all of the things that need to be done. At the end of the day it's our choice how we spend our time... and we can choose to have balance in our lives.

SM: What advice would you give to a recent Siena graduate just entering the job market?

AT: I would strongly recommend living in a community that you love, and can see yourself being a part of for the rest of your life. As far as your career goes, find work that you truly enjoy - lose yourself in that work and you will have great rewards for the rest of your life.

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