

Redefining your Retirement Planning: How GCES and its Founders are Adding a More Personal Touch

In an ever-changing world where the future can seem more unclear by the day, having control over your financial situation and building a concrete retirement plan is essential.

This is where [GCES](#) comes in. Since 2010, this financial services company has been aiding individuals, families, and businesses in carefully managing their finances and choosing the best retirement plan that can make the coming months and years a bit less stressful.



GCES's two co-founders, Galen Bargerstock and Clinton Smith, have been working hard to bring a personal touch to the services that they provide to their clients. Their website goes into much detail about how their personal backgrounds and client-first approach has reinvented how federal and government employees, as well as private workers and families, get access to the top annuities, investments, wealth transfers plans, and more.



Bergenstock in particular, who is an accomplished military veteran who was awarded a Purple Heart and Bronze Star, knows how important it is to actually connect with clients and work with them personally to provide them the best retirement plan.

“Everyone has a story, and that helps me to better educate them and tailor solutions to their specific situation,” Galen Bargerstock says. He’s dedicated to establishing trust between him and his clients, and simplifying complex legal and financial topics for everyone he works with.

Same with Clinton Smith: as someone with a great deal of experience in the technology and hospitality industries, he is a firm believer in GCES’s mission to revamp retirement planning through client-first thinking. As Galen’s longtime business and life partner, as well as a [new addition to this year’s PA Business Central’s Foremost Under 40 list](#), he is well-aware of how important it is to give each client an individualized and easy-to-understand retirement plan, no matter how old they may be.



“Our approach involves personalized, in-person meetings with families or spouses, focusing on individual needs rather than conducting seminars”, according to Smith in a [recent interview with HighKey Agency’s Kayla Ricci](#). “This way, individuals can receive a comprehensive, one-on-one financial analysis and determine the timeframe for their retirement, as well as the corresponding monthly income they can expect.”

The two co-founders have been resolute in pushing GCES to truly stand out from other large financial service and retirement firms, such as Prudential, Merrill Lynch, and Edward Jones, for example. Similar to these firms, they operate independently in terms of the licenses that they hold. However, what makes GCES unique is how they are not directly linked to one specific company.

In short, per Clinton Smith, this means that GCES is free to collaborate with any large firm that they want, and aren’t limited by strict contracts.

“This independence allows us to offer a unique advantage to our clients. Unlike Merrill Lynch, for example, whose products are limited to those offered by Merrill Lynch, we

have the flexibility to explore various companies and find the best solutions tailored to individual needs”, Smith stated in the recent interview with Kayla Ricci.

GCES hasn't stopped there, however. Galen and Clinton have been steadfast in their commitment to helping the Indiana, PA community and beyond prepare for retirement. Throughout the past 13 years, the pair has gone above and beyond to connect with the locals and share the unique financial services that their company provides.

Indeed, on just about every Monday morning, they can be found on the radio show [Indiana in the Morning](#) where they chat with host Todd Marino and share some insightful retirement tips, market analysis, and financial planning suggestions for both public and private employees.



Indiana
in the
Morning
with
Todd Marino

Weekday Mornings at 6am to 10am on

101.1 FM AM1160
THE VOICE OF INDIANA COUNTY
WCCS and at wccsradio.com

These appearances allow them to review “stories they’ve heard from clients and different ways they’ve helped them recover from financial turmoil and find comfort”, per their website.

Plus, it allows them to discuss key topics that may be crucial for large audiences to hear, especially if they are growing older or have large families. These can include [steps to take to save for retirement](#), [managing different kinds of finances for your kids](#), and [how the market can potentially affect your retirement plans and savings](#).

