



How to Build Your Financial Advisory Business and Sell It at a Profit

By Al Depman

McGraw-Hill. Hardcover. Book Condition: New. Hardcover. 352 pages. Dimensions: 9.1in. x 6.1in. x 1.3in. Too many financial advisors simply close shop when they decide to exit the business squandering untold goodwill and legacy business. Why waste a great opportunity? By applying the advice of Al Depman, a.k.a. The Practice Doctor, you can transform your financial services practice into a legacy-focused business that will add substantial wealth to your retirement nest egg. *How to Build Your Financial Advisory Business and Sell It at a Profit* walks you through the steps of developing, managing, and growing a profitable practice you can sell for enhanced value or bequeath to family members. Depman guides you through the process of forming a sound plan for your financial services business, including how to: Create a team of advocates in marketing and administration; Build a sophisticated referral process; Develop sales and case development systems; Write a best-practices operations manual; Maximize new technology to streamline operations; Put a succession plan in place. Building a long-term business model is not just good for your future. It will also make you happier and more profitable today. You'll be able to spend more time with clients. You'll put more energy into finding new ones....



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