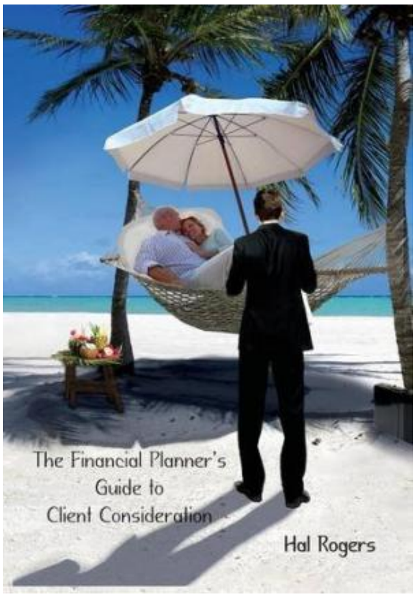

The Financial Planner s Guide to Client Consideration (Hardback)

By Hal Rogers

Outskirts Press, United States, 2015. Hardback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Advisors who attempt to put their clients interest ahead of their own have integrity; advisors who understand that their clients interest is their interest have wisdom . Hal Rogers (Author). The Financial Advisor s Guide to Client Consideration shows financial advisors how to take care of their clients. Honesty and good service don t set you apart; they are the most basic parameters of a financial advisory practice. This guide goes far beyond these basic expectations, showing advisors how to do more for clients and differentiate themselves through the services they provide. A step-by-step manual with concepts and practical applications including a detailed list of 42 actionable considerations, it includes specific data gathering tools that provide little used but highly effective techniques and strategies advisors can provide their clients. It includes practical, relevant annuity and life insurance analysis worksheets that show advisors how to uncover and prevent hidden pitfalls. The financial advisory industry teaches marketing, sales ideas, and practice management, things that are about advisors. This book is for planners, but about clients. It says, A financial...

Reviews

This publication is amazing. It is definitely basic but shocks in the fifty percent of your publication. You wont feel monotony at anytime of your own time (that's what catalogues are for concerning if you question me).

-- Prof. Kirk Cruickshank DDS

This kind of book is every little thing and taught me to looking ahead of time and a lot more. I am quite late in start reading this one, but better then never. I found out this book from my dad and i encouraged this pdf to find out.

-- Justus Hettinger