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The Distraction-Proof Advisor: Gain Control, Work Smarter, Succeed Sooner

By Paul Kingsman

Focused Potential, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Get Equipped To Build the Financial Services Business You Want Frustrated with constantly lurching instead of confidently leading? Has your crystal-clear vision for your business become unfocused as demands and distractions grow? You re not alone. Most financial advisors feel they don t have control of their business. There is a way to break free from the frustrations and distractions that hold you back from having the clients you want, the money you need, and more time to do what you love. Read this book and learn to: Stop reacting and focus on what matters most Create crucial habits to get your priorities done Identify key activities to find and engage new prospects/ Develop compelling conversation skills that actually work Build conviction for your process and how you help your clients Psst.Paul Kingsman is talking to you. Yes, I mean you! You don t have to be in business very long to habitually be distracted from accomplishing things that you know will make your business a success. Using his Olympic-winning strategies, Paul helps you focus on your...



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