



Your Client's Story

Scott West, Mitch Anthony

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Revolutionize your financial advisory business by quickly forging an unbreakable bond with your clients or prospects to become an advisor who is trusted with 100 percent of their assets. Most clients invest only about 30 percent of their assets with a financial advisor, but some financial advisors invest 100 percent of their client's assets. Your Client's Story describes the secret of their astounding success. For more than three years, authors Scott West and Mitch Anthony studied the winning approaches used by financial advisors who managed 100 percent of their client's assets. Notably, the most successful had mastered a genuine ability to engage in a discovery dialogue where clients openly expressed their financial objectives and motivations. The best financial advisors knew how to listen, ask the right questions, and create an atmosphere of empathy. Your Client's Story includes specific scripts for reenacting winning discovery dialogues geared to the life situations, transitions, and goals that drive financial planning. Included are tips and key questions geared to specific clients and situations, such as: Small business owners; Clients or prospects who are entering or planning for retirement; Those seeking balance in their lives; Individuals who are fearful about outliving their money; Mature investors Financial planners and advisors share their stories, explaining how they've changed the way they do business, and how these changes have generated more successful books of business. Clients also tell their side of the story, explaining how the discovery dialogue has enhanced the entire financial planning process.

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What do you consider book? It is just for students since they're still students or the idea for all people in the world, exactly what the best subject for that? Simply you can be answered for that concern above. Every person has distinct personality and hobby for each other. Don't to be pushed someone or something that they don't want do that. You must know how great as well as important the book Your Client's Story. All type of book would you see on many sources. You can look for the internet solutions or other social media.

Greta Rivera:

Playing with family within a park, coming to see the sea world or hanging out with friends is thing that usually you have done when you have spare time, and then why you don't try issue that really opposite from that. One particular activity that make you not experiencing tired but still relaxing, trilling like on roller coaster you already been ride on and with addition associated with. Even you love Your Client's Story, you could enjoy both. It is very good combination right, you still wish to miss it? What kind of hang-out type is it? Oh can happen its mind hangout folks. What? Still don't have it, oh come on its known as reading friends.

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Francine Nott:

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