

How to survive and succeed in a small financial planning practice

Rich, Andrew M

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How To Survive And Succeed In A Small Financial Planning Practice

PT Brinkman



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Ainsworth covers all the bases He begins by describing the three major groups of financial planners and these seven different styles of asset management and helps you to decide which is right for you You find out all about the various types of financial planning that most consultants deal with including estate planning retirement planning and family financial planning and the best investment vehicles currently available Ainsworth then cuts to the chase and provides the nuts and bolts information you need to make it as a financial adviser Writing in a down to earth style he tells you what type of education and experience you need to become an effective financial consultant how to become licensed how to get started in business how to set fees and receive compensation how to market your services and promote different financial instruments and much more He shows you how to develop a surefire success plan and he supplies expert advice and guidance on how to avoid the top 10 beginners mistakes Throughout this book Ainsworth advocates taking a holistic approach to financial planning one that takes into consideration not just people's differing needs but their contrasting attitudes about money and investments To that end he provides insightful profiles of the different types of money personalities in the financial world and shows you how to identify and successfully work with each type How to Become a Successful Financial Consultant is your complete guide to making it in today's fastest growing sector of the consulting market

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American Book Publishing Record, 1997

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The 2008 Solo and Small Firm Legal Technology Guide Sharon D. Nelson, John W. Simek, Michael C. Maschke, 2008

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Survival and Growth: the Small R & D Firm Jimmy D. Johnson, 1972

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