

The Advisor Playbook Regain Liberation And Order In Your Personal And Professional Life

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Along with my team of coaches, I have developed and refined several one-to-one consulting programs including The Pareto System, The Fee-worthy Advisor, Succession 360 and the Advisor Flight Plan. I've also collaborated with enterprise clients to create one-to-many solutions, including train-the-trainer approaches.

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How you are perceived by clients is key for a professional advisor. Readers who take on board what The Advisor Playbook outlines will come away with an understanding of how they are perceived, of how to cast themselves as a consultant with a process rather than a salesperson with a quota, and will set a constantly rising bar for their own success.

The Supernova Model is a client service, client acquisition, and practice management model that drives an explosive acceleration in revenue and client satisfaction by capitalizing upon the 80/20 Rule. First implemented by financial advisors at Merrill Lynch—under the leadership of author Rob Knapp—it has grown increasingly popular within the financial services industry. The Supernova Advisor skillfully outlines this proven model and reveals how it can be used to create an exceptional experience for your clients, while significantly growing your business.

The best financial advisors are well equipped to succeed regardless of market conditions. Based on interviews with fifteen top advisors, each doing several million dollars worth of business every year, The Million-Dollar Financial Advisor distills their universal success principles into thirteen distinct lessons. Each is explained step-by step for immediate application by veteran and new financial professionals alike. The lessons cover: * Building and focusing on client relationships * Having a top advisor mindset * Developing a long-term approach * Specialization * Marketing * And much more The book also features two complete case studies. First there is the "best of the best" advisor whose incredible success showcases the power of all the book's principles working together in concert. The second is an account of a remarkable and inspiring career turn around and demonstrates that it's never too late to reinvent oneself. Brimming with practical advice from the author and expert insights from his interview subjects, The Million-Dollar Financial Advisor is a priceless success tool for any and all financial advisors.

Mohandas Karamchand Gandhi was born in 1869 in British-occupied India. Though he studied law in London and spent his early adulthood in South Africa, he remained devoted to his homeland and spent the later part of his life working to make India an independent nation. Calling for non-violent civil disobedience, Gandhi led India to independence and inspired movements for civil rights around the world. Gandhi is recognized internationally as a symbol of hope, peace, and freedom.

A serious introduction to the use of nonviolent action to topple dictatorships. Based on the author's study, over a period of forty years, on non-violent methods of demonstration, it was originally published in 1993 in Thailand for distribution among Burmese dissidents.

From the New York Times bestselling author of The Millionaire Next Door, Networking With the Affluent explores effective tactics for strengthening relationships with wealthy prospects and clients, as well as their advisors—and generating new business among this highly exclusive target market. Networking with the wealthy is not like networking with the less-affluent. Dr .Stanley provides a proven road map for building trust, securing interest, and forging profitable relationships with wealthy audiences—including tactics for boosting your credibility and assuring continued loyalty among wealthy customers. This book is essential reading material for anyone whose target market includes the affluent.

Why are more and more psychotherapists embracing meditation practice, while so many Buddhists are exploring psychology? “Both psychology and Buddhism seek to provide freedom from suffering,” explains Bruce Tift, “yet each offers a completely different approach for reaching this goal.” In Already Free, Tift opens a fresh and provocative dialogue between these two profound perspectives on the human condition. Tift reveals how psychotherapy’s “Developmental” approach of understanding the way our childhood wounds shape our adult selves both contradicts and supports the “Fruitional” approach of Buddhism, which tells us that the freedom we seek is always available. In this investigation, he uncovers insights for connecting with authentic experience, releasing behaviors that no longer serve us, enhancing our relationships, and more. “When we use the Western and Eastern approaches together,” writes Bruce Tift, “they can help us open to all of life—its richness, its disturbances, and its inherent completeness.”

Most Financial Advisors fail to run their practice like a business and consequently never live up to their full potential. Even worse they find themselves trapped by the demands of their clients and unable to lift the proverbial ceiling on their income. This book will take you on a journey through the proprietary Quantum Leap Success Model built to help financial advisors achieve massive and sustainable growth. So, you want to be a million-dollar producer or dare I say it, a multimillion-dollar producer. How do you get there? The simple answer is that you need a recipe. Many financial advisors toil in mediocrity for years haphazardly trying different ways to jump-start their business. They forge their path forward by feeling, or even worse by trial and error. They waste time, effort, and money, chasing every new idea, thinking that this time will be different. This time they will become the success that they always dreamed that they could be. Unfortunately, time and time again, they find themselves stuck in the cohort of the average. The good news is that you do not have to be average anymore. There is a model to build just about everything. If you want to build a house, you would be out of your mind to proceed without a blueprint. If you want to build a business, you can build a plan emulating the world's most successful companies. There is absolutely no difference in our business. If you want to be a financial advisor superstar, The 10X Financial Advisor provides you with a blueprint for success. In almost every profession, there is a cohort of people that make up the best of the best, la creme de la creme. The rest of the surrounding people are left looking in with wonder. How did they achieve such fantastic success? How did they get to such an extraordinary level of talent? You could very well be talking about the computer scientist that can code ten times faster and more proficient than their peers or the salesperson that earns 10x more than the others. Almost everywhere you look, there are people who have broken out of the mold of mediocrity and go on to do something truly great within their respective spheres. How about your company? At most financial firms, there is one, or perhaps a few individuals who are ten times more successful than all the other advisors. What are they doing differently than you? Has it ever felt like you work just as hard, but do not even come close to the same output? The 10X Financial Advisor will provide you with a clear, simple to follow, formulaic approach to massively growing and scaling your financial services business. By the time you finish this book you will possess the blueprint that will allow you to transform your practice and turn it into a thriving and sustainable business. You can be the one in your company that everyone else is envious of and looks up to. You will possess the knowledge to accomplish the very pinnacle of success within financial services. You can become a card-carrying member of the 10X club.

Using the key elements of the DASH (Dietary Approaches to Stop Hypertension) diet and proven, never-before-published NIH research, leading nutrition expert Marla Heller has created the most effective diet for quick-and lasting-weight loss. Based on the diet rated the #1 Best Overall Diet by Us News & World Report," this effective and easy program includes menu plans, recipes, shopping lists, and more.

While Americans are generally aware of China's ambitions as a global economic and military superpower, few understand just how deeply and assertively that country has already sought to influence American society. As the authors of this volume write, it is time for a wake-up call. In documenting the extent of Beijing's expanding influence operations inside the United States, they aim to raise awareness of China's efforts to penetrate and sway a range of American institutions: state and local governments, academic institutions, think tanks, media, and businesses. And they highlight other aspects of the propagandistic "discourse war" waged by the Chinese government and Communist Party leaders that are less expected and more alarming, such as their view of Chinese Americans as members of a worldwide Chinese diaspora that owes undefined allegiance to the so-called Motherland. Featuring ideas and policy proposals from leading China specialists, China's Influence and American Interests argues that a successful future relationship requires a rebalancing toward greater transparency, reciprocity, and fairness. Throughout, the authors also strongly state the importance of avoiding casting aspersions on Chinese and on Chinese Americans, who constitute a vital portion of American society. But if the United States is to fare well in this increasingly adversarial relationship with China, Americans must have a far better sense of that country's ambitions and methods than they do now.