

Story Telling For Financial Advisors

Steve Moore

Storyselling for Financial Advisors Scott West,Mitch Anthony,2000-01-12 Learn what makes a client trust you to be their financial advisor. Put the power of story telling into selling financial products. The authors explain the process of making these intuitive connections, then translate their findings into understandable and practical strategies that any financial professional can use. They present actual stories, including many by Warren Buffet, one of the greatest storytellers of all time. These actual stories can help financial pros tap into the gut reaction of different types of clients. the book also includes special topics on communicating to women, the 50+ market, and the affluent.

Storyselling for Financial Advisors ,2000 Put the power of story telling into selling financial products. The authors explain the process of making these intuitive connections, then translate their findings into understandable and practical strategies that any financial professional can use. They present actual stories, including many by Warren Buffet, one of the greatest storytellers of all time.

Changing Faces - America's Wealth Advisors James M. Robinson,2007-03-28 Changing Faces - America's Wealth AdvisorsThe Place for Aspiring and Young Financial Services Professionals i.e. Young In Business

The Financial Professional's StoryBook Scott West,David Saylor,Mitch Anthony,2004-11-03 Scott West and Mitch Anthony, authors of the financial services best-selling book, StorySelling for Financial Advisors, have teamed up with David Saylor to publish the much-awaited sequel, The Financial Professional's StoryBook. The Financial Professional's StoryBook is a collection of more than 200 engaging analogies, anecdotes, and metaphors that help simplify Wall Street jargon for Main Street investors.

The Smart Financial Advisor Bill Martin CFA,2017-10-25

Ineffective Habits of Financial Advisors (and the Disciplines to Break Them) Steve Moore,2010-10-05 A how to guide to avoiding the mistakes ineffective financial advisors most often make Based on a 15-year consulting program that author Steve Moore has led for financial advisors, Ineffective Habits of Financial Advisors (and the Disciplines to Break Them): A Framework for Avoiding the Mistakes Everyone Else Makes details proven techniques which allow advisors to transform their business into an elite practice: business analysis, strategic vision, exceptional client service, and acquiring high net worth clients. Told through the story of a purely fictional and completely average financial advisor, each chapter

begins with an ineffective habit that is then countered with a discipline that improves business results and adds value. The book Details a step-by-step strategy for working through current clients, rather than relying on cold calling to form new relationships Includes anecdotes collected through both personal experience and stories relayed to him by clients and colleagues Provides question and answer segments, examples, and homework assignments Ineffective Habits of Financial Advisors (and the Disciplines to Break Them shows you how to deliver exceptional service while generating higher revenue per client.

What Your Financial Advisor Isn't Telling You Liz Davidson, 2016-01-05 Protect your money with this “accessible and practical” guide to hiring and working with financial advisors (Publishers Weekly, starred review). Hiring a trained expert to safeguard and grow your wealth seems like a foolproof decision, but it can go awry for many people. You should never blindly trust that your advisor has your best interests at heart—and while there are many benefits to working with a financial pro, there are some things you should know first. Drawing on her insider’s knowledge of how the financial advice profession really works, Liz Davidson shows how to judge whether an advisor is going to help or harm your savings. This no-nonsense guide covers questions such as: How should you decide if you really need an advisor? What financial moves can you make without their help? What important questions should you ask before trusting them with your money? What are the red flags you should run from? What does all their jargon really mean? Learn how to take control of your financial well-being—either with a financial advisor or without one. “This book is mandatory reading for anyone who wants a better understanding of how to manage their money.” —Mary Beth Franklin, InvestmentNews “Valuable tools for managing one’s personal finances for maximum results.” —Publishers Weekly, starred review

Guerrilla Marketing for Financial Advisors Jay Conrad Levinson, Grant W. Hicks, 2016-07-12 This practical marketing guide offers inspiring examples and field-tested advice specifically designed for financial advisors. Guerrilla Marketing is different from traditional marketing. Instead of simply spending money on and hoping for the best, readers will discover how to invest time, energy and imagination into growing their business. Financial professionals will be able to grow their capacity by implementing key practice management processes including: Identify and attract better ideal clients to manage your growth effectively Gather more revenue and get more referrals by implementing proven processes Inspire clients to act quickly through articulating your ideal client experience and case studies Build key practice management processes to build ideal capacity such as feedback and your value proposition.

Storytelling in Presentations For Dummies Sheryl Lindsell-Roberts, 2023-09-26 Learn to influence audiences with storyopia: Stories that take them on a journey from what is to what could be: Storytelling in Presentations For Dummies shows you how to develop and deliver a presentation through storytelling, keeping audience interested, and most importantly, making them heroes that take action towards change. You’ll learn how to cull stories from your own

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Your Client's Story Scott West, Mitch Anthony, 2021-11-15 Financial services pioneers Scott West and Mitch Anthony spent more than three years studying financial advisors who managed 100 percent of their clients' assets—they were interested in how these advisors had outperformed their peers. What Scott and Mitch found was amazing: the most successful advisors had mastered an innate ability to get their clients to tell them their stories. When these advisors asked clients about their stories, those clients felt interesting, important—and listened to. They shared much more than they would have by simply answering questions on a checklist. Advisors gained a deeper understanding of the the individuals they were working with. The connection between advisor and client became so powerful that it was next to impossible for any competitor to come between them. The new edition of this perennial favorite includes tools and ideas for starting client conversations, and shows you how to: Use dialogues to learn more about your clients Integrate client's unique circumstances, goals, and transitions into their winning financial plan *Your Client's Story* demonstrates how to ignite the flames of your curiosity, ignite empathy in your client relationships, and bring a sense of life and excitement to your business as you've never experienced before.

The Psychology of Wealth: Understand Your Relationship with Money and Achieve Prosperity Charles Richards, 2012-01-06 The New York Times and Wall Street Journal bestseller! "The Psychology of Wealth is a pertinent and comprehensive overview of the skills and mindset necessary for success. Prosperity can be achieved by anyone, and Dr. Richards shows the way." —Donald J. Trump "What's in your head determines what's in your wallet. Dr. Richards gives you the mental hard-drive upgrade you need to finally achieve the greater prosperity and success you desire." —Darren Hardy, Publisher, SUCCESS magazine "Dr. Richards shakes up our preconceptions about wealth by examining the psychological

aspects of how we relate to money. When you understand the real sources of wealth in your life, you'll find it much easier to achieve a more prosperous and happy life." —Jordan E. Goodman, America's Money Answers Man at MoneyAnswers.com and Author of Master Your Money Type "This might be one of the most important books you'll ever read. If you feel like your life has been stuck in neutral—or even worse, put in reverse—Dr. Richards will set you on a clear path to success." —Barnet Bain, Producer, What Dreams May Come About the Book: Why do some people feel a perpetual state of lack and fear about money, while others feel genuinely prosperous, regardless of the size of their bank accounts? Why do some people shudder with dread when it comes to setting financial goals, while others embrace it with enthusiasm and confidence? What makes the difference? Could it be in their relationship with money itself? People who enjoy a healthy relationship with money share common habits and traits. So, how do they think, and what do they do differently? Are these behaviors hardwired in an individual's psyche, or can they be learned? In this provocative book, psychotherapist Dr. Charles Richards provides unexpected and encouraging answers to these questions. Based on his research and expert interviews, Dr. Richards shows how each of us can develop a thriving relationship with money and create a rich and rewarding life. At the book's heart are the stories of people who have faced adversity with courage and created extraordinary lives. Their accounts—along with Dr. Richards' interviews with finance professors, legislators, entrepreneurs, and mavens of success—pave a path to a brighter future for us all. Today we live in a trying economic environment. Every day, popular financial advisors exhort us to hunker down, play it safe, and protect ourselves from an uncertain future. To the voices who promote fear and doubt, Dr. Richards answers with balance, wisdom, and optimism. The Psychology of Wealth is for anyone interested in succeeding personally or professionally, and in achieving true prosperity. It offers golden steps on the path to a better life.

Dow Jones Investment Advisor, 1997

Becoming a Life Advisor Rod Hagenbuch, 2005

Countdown Randall N. Smith, Gregory L. Reed, 2005-11 Important book for anyone trying to gain an edge on the competition. Provides expert counsel on how to make certain that the complexities of your personal financial life are efficiently and accurately planned. Peace of mind in your life allows you to focus all your energy on your business interests and concentrate on winning.

Beijing Review, 2005

Money Makeovers Christopher L. Hayes, Kate Kelly, 1999-01-19 Find out what thousands of women have learned about achieving wealth Take the money personality test that can change your life Uncover your hidden financial talents Learn to invest without fear Between one third and two thirds of women now aged thirty-five to fifty-five will be impoverished after age sixty-five if they do not immediately start to prepare financially for their later years. It is Christopher Hayes's mission to change that frightening statistic. Women are less psychologically inclined than men to save on a regular basis. Women are

less likely than men to benefit from Social Security and pension plans. Women are at increased financial risk because of widowhood and divorce. For these reasons alone, *Money Makeovers* provides information no woman can afford to be without. In a book that is at once a wake-up call and a practical guide, Dr. Christopher L. Hayes, Founder and Executive Director of the National Center for Women and Retirement Research, teaches women to understand their own financial personality profile, overcome gender-based resistance, and take charge of their economic security. By addressing the specific links between money attitudes and personality types, *Money Makeovers* offers targeted advice that speaks to the unique concerns and fears of the individual reader. Each woman will be able to recognize herself in the specially designed Women Cents Self-Test, as well as in the anecdotes and case histories throughout the text, and will be empowered to move forward with a practical financial plan. By learning why she has been reluctant or unable to save; by learning how to overcome her own psychological barriers; and by following Hayes's savvy, specific financial advice, each woman will be able to plan her own future, free of economic anxiety. From the Hardcover edition.

The legacy Elbert Hubbard,1923

Successful Meetings ,1999

Ehlers on Public Finance Robert L. Ehlers,1998

J.K. Lasser's Personal Investment Planner Judith Headington McGee,Jerrold Dickson,1990 This comprehensive personal investment annual based on J.K. Lasser's proven three-part strategy is the definitive guide to creating a sound and savvy investment portfolio. Includes a complete profile of personal income needs and tolerance to risk.

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