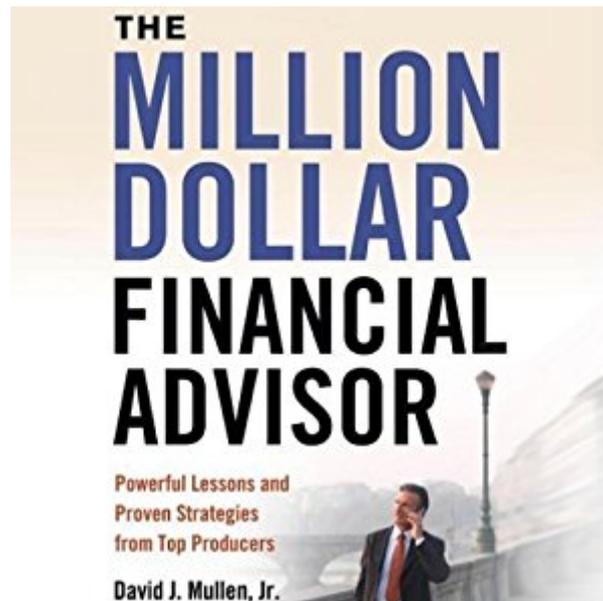


The book was found

The Million-Dollar Financial Advisor: Powerful Lessons And Proven Strategies From Top Producers



Synopsis

The best financial advisors are well equipped to succeed regardless of market conditions. Based on interviews with 15 top advisors, each doing several million dollars worth of business every year, The Million-Dollar Financial Advisor distills their universal success principles into 13 distinct lessons. Each is explained step-by-step for immediate application by veteran and new financial professionals alike. 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 turnaround 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.

Book Information

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Customer Reviews

Quick Review: If you buy only book ever, this is it! Dave is very specific, gives you the verbage that you can make you own, gives multiple stories of people who have built their book themselves and from scratch, and gives you the plan. Did you noticed I said "gives" a few times? I can't emphasize it enough, this book is a gift to those aspire to become big producers but just need the guidance
Long Review:17 months at the firm whose training program is unrivaled on the street and I learned more about the business and how to approach the business by reading 265 pages in this book. I read it once within two days and now I am reading it again. This book truly addresses what few other books

do and that is how to build a financial advisory practice from the ground up for people who don't have extraordinary resources. This book truly addresses what no other book does and that is how to build a financial advisory practice from the ground up for people who don't have extraordinary resources (repeated because I can't be there to stare you in the eye and tell you that you are doing yourself a huge disservice if you do not read this book). One reason this industry chews up and spits out so many aspiring big producing advisors is threefold: 1) People who have made it don't make time to pass on the knowledge, 2) Not all wildly successful advisors are great teachers, 3) Some of them are insecure and are worried you might take business from them. Over the course of my 17 months in the industry I have worked very hard trying to get the pearls of wisdom that are just laid out in this book. P.S. Don't let mediocre advisors in the industry steal your career. They will try to fill you with doubt and make you second guess yourself.

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