

Breaking Through

Building a World-Class
Wealth Management
Business

John J. Bowen Jr.,
Patricia J. Abram
and Jonathan Powell

Breaking Through Building A World Class Wealth Management Business

Steve Moore



Breaking Through Building A World Class Wealth Management Business:

Breakubg Through John Bowen, Patricia J. Abram, Jonathan Powell, 2008 The financial services industry offers enormous opportunities for financial advisors who are determined to build highly profitable businesses while serving their clients well Despite this potential many advisors never achieve the kind of success they have always wanted Breaking Through provides a clear road map for these financial advisors Leveraging extensive empirical research and the authors combined decades of experience in the financial services industry the book presents a comprehensive set of proven business building strategies Advisors will first learn how to build a thriving wealth management practice by focusing on the right affluent clients and next implementing a consultative process that will delight and keep those clients for life They will then learn how to build on this foundation through systematic asset and client acquisition techniques effective strategic alliances with other professional advisors and sound business management principles Engaging informative and thoroughly practical Breaking Through will serve as a valuable guide to financial advisors seeking to take their businesses to a new and dramatically higher level of success *Breaking Through* John J. Bowen, 2008 **Breaking Through, Second Edition** Bowen, 2013-08-19 Second edition **The 7 Secrets of Extraordinary Investors** William G. Hammer, 2012-04-01 Every day most investors are making decisions that are sure to bring them ordinary results They are on the road to financial mediocrity because they make the same mistakes that everyone else makes they spend too much invest poorly and receive poor advice They know the price of their favorite stock but they have no idea what their ideal financial future costs There are also investors who are extraordinary They make wise decisions and they get superior results They know that their financial house is in order and they have a process for keeping it that way They have confidence about the future because they listen to advice from the right people The 7 Secrets of Extraordinary Investors shows investors seven simple ideas that are hidden in plain sight Through an unusual mix of common sense and academic research this book shows a straightforward path that can help you to achieve all that is important to you during and beyond your lifetime **QFINANCE: The Ultimate Resource, 4th edition** Bloomsbury Publishing, 2013-09-26 QFINANCE The Ultimate Resource 4th edition offers both practical and thought provoking articles for the finance practitioner written by leading experts from the markets and academia The coverage is expansive and in depth with key themes which include balance sheets and cash flow regulation investment governance reputation management and Islamic finance encompassed in over 250 best practice and thought leadership articles This edition will also comprise key perspectives on environmental social and governance ESG factors essential for understanding the long term sustainability of a company whether you are an investor or a corporate strategist Also included Checklists more than 250 practical guides and solutions to daily financial challenges Finance Information Sources 200 pages spanning 65 finance areas International Financial Information up to date country and industry data Management Library over 130 summaries of the most popular finance titles Finance Thinkers 50 biographies covering their work and life Quotations and

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