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PLATEAU *to* PINNACLE



**9 SECRETS OF A MILLION DOLLAR
FINANCIAL ADVISOR**

A BUSINESS PARABLE

ERIN TAMBERELLA

with contributions by Rick Wright

Plateau To Pinnacle 9 Secrets Of A Million Dollar Financial Advisor

Mark Purnell



Plateau To Pinnacle 9 Secrets Of A Million Dollar Financial Advisor:

Plateau to Pinnacle Erin Tamberella, 2015-01-14 Plateau to Pinnacle is the story of Luke a veteran financial advisor who has been in the business for 10 years Luke always assumed he'd be a million dollar producer but hits a plateau that ends up lasting for years He's grown complacent and comfortable until a devastating event shatters his entire world Feeling lost and wondering how he'll ever recover he meets a powerful yet mysterious mentor Victor Guise Victor teaches Luke how to systematize his business and together they lay the foundation he needs to reach the goal he'd all but abandoned Luke learns much more than just business from his enigmatic mentor As Victor helps Luke recognize and believe in his own potential again his business changes and in the process so does he The book is content rich and advisor friendly It pulls the content from each chapter into an easy to follow step by step checklist for systematizing the advisor's practice **The Million-dollar Financial Advisor** David J. Mullen (Jr.), 2010 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 *The Million Dollar Financial Services Practice* David J. Mullen, 2013-02-13 If you're an advisor whether you need a push or not and regardless if you're new or old to the business this guide will help add instant value to your practice Using the proven method author David J Mullen Jr has taught at Merrill Lynch and is famous for in the industry The Million Dollar Financial Services Practice guides aspiring brokers on their journey toward building a lucrative financial services practice Templates scripts letters and tried and true market action plans work together to give you the skills you need to get the appointment convert prospects to clients build relationships retain clients use niche marketing successfully and increase the products and services each client uses In The Million Dollar Financial Services Practice you will gain insight into practical areas often overlooked by other industry guides including how to work in teams how to train sales associates and how to handle and overcome rejection Updated with new strategies for acquiring affluent clients the second edition of The Million Dollar Financial Services Practice includes tips on offering wealth management services using social media leveraging alumni marketing and targeting successful relators as clients to help today's financial service professionals become top producers Financial Advisor Secrets of Success Michael

Dunigan,2020-10-10 **The Million-Dollar Financial Advisor Team** David J. Mullen, Jr.,2018-08-21 Based on interviews with fifteen top financial advisors this priceless toolkit contains universal principles to guide both veteran and new financial professionals to immediate success This book features two complete case studies featuring a best of the best advisor whose incredible success showcases the power of all the book s principles working together in concert and an account of a remarkable and inspiring career turn around that demonstrates it s never too late to reinvent yourself The Million Dollar Financial Advisor distills these success principles into thirteen distinct step by step lessons that teaches you how to build and focus on client relationships have a top advisor mindset develop a long term approach and much more Brimming with practical advice from author David J Mullen and expert insights from his interview subjects The Million Dollar Financial Advisor equips any financial advisor to succeed regardless of market conditions **Turn-Key Secrets** Andrea K Bullard,2020-10 In Turn Key Secrets the author Andrea Bullard divulges the 4 essential Pillars to building a multi million dollar Wealth Management practice She shares strategies to substantially reduce work hours and related stress and at the same time significantly increase net income The difference between success and failure of a Wealth Management firm can be distilled down to the effectiveness of the business model Andrea will reveal why certain business models are more stressful and at the same time less effective while others will enable you to earn more in far less time Andrea has an extensive track record of helping thousands of Financial Advisors work smarter One of her innovations is how to create a Prospecting Concierge Team that generates prospects while providing high level customer service In Turn Key Secrets Andrea brings to light the significant elements of a business Vision building your A team the Turn Key Systems that provide repeatable business processes and how to provide inspirational leadership to increase productivity and create ownership of the team goals In sum Turn Key Secrets is a must read for every Wealth Manager that aspires to transform their practice into a multi million dollar enterprise while delivering concierge service to each and every client **The Million-Dollar Financial Advisor** David MULLEN,2009 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 *Secret #5 of Million Dollar Producers* Ken Doyle,Lauren Doyle,2013-05-17 Find out what the

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Purnell,2018-03-28 How do you break through a plateau in your financial practice How do you deliver raving results for your clients and thrill them beyond measure How do you build an irrefutable brand in a fiercely competitive market How do you reliably thrive during uncertain times These questions will be answered In his deeply insightful and easy to read book *Secrets to Become a Trusted Financial Advisor* Everyone Raves About leading advisor Mark Purnell shows you how to build and sustain a thriving advisory business Using his proven strategies most advisors either don't know or are too afraid to share you will be empowered to Gain high net wealth clients without having to spend a fortune Secure hidden profit streams that are right under your nose Be the preferred advisor clients and other consultants in your community think of first whenever they have a want or need Turn your competition and foes into raving fans Build and lead a winning team of advisors And much more Filled with case studies metaphors and stories accumulated from more than 30 years of experience in the advisory business this book will engage educate and inspire you to push the fold of what is possible in your business and in your life

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