

How to Strengthen Client Relationships and Build New Ones

ROBERT L. FINDER, JR.

**Robert L. Finder** 

The Financial Professional's Guide to Communication Robert L. Finder, 2013 Today financial clients are profoundly skeptical They we been burned Their consultants and advisors talk too much use too much confusing technical jargon work from too many boilerplate scripts repeat too many generic caveats and useless disclaimers Above all clients say their advisors don't listen well and don't link their own needs and views to the recommendations they present To succeed in today s radically new environment financial advisors must first transform the way they communicate In The Financial Professional s Guide to Communication one of the world's leading experts on the financial client relationship shows them how to do precisely that Drawing on his experience training elite financial professionals worldwide Bob Finder shows how to actively listen speak plainly with precision and passion and engage clients with uncommon effectiveness Finder demonstrates how to focus relentlessly on what matters most to each individual client and then deliver intensely relevant recommendations with clarity and impact in your own voice You ll learn how to bring imagination creativity and even entertainment to your presentations and conversations and use constructive criticism to keep improving with every new client meeting Using these proven techniques you can deliver truly extraordinary levels of professionalism and service gain the powerful new competitive edge you re desperately searching for and earn equally powerful rewards for yourself Computerworld ,2004-03-08 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld's award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world's largest global IT media network InfoWorld ,1998-08-03 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects The Linton Recommended Training Suppliers & Consultants Directory, 1996 Black Enterprise, 2000-09 BLACK ENTERPRISE is the ultimate source for wealth creation for African American professionals entrepreneurs and corporate executives Every month BLACK ENTERPRISE delivers timely useful information on careers small business and personal finance Editor & Publisher ,1928 Willing's Press Guide and Advertisers' Directory and Handbook ,2001 Training and Development Organizations Directory ,1988 The National Guide to Educational Credit for Training Programs ,1996 Current Law Index ,2007 Small Business **Resources in Education** ,1996 Sourcebook, 2007-12 Consultants & Consulting Organizations Directory Cengage Gale.2009-05-12 **Telephone Engineer & Management**, 1961 Great Lake States Vern Thompson, 2008-03 Career Guide to America's Top Industries, 1998 Provides information on more than 70 percent of all wage and salary jobs with detailed descriptions of 40 of America's largest industries Based on information compiled by the U.S. Department of Labor Bureau of Labor Statistics Forthcoming Books Rose Arny, 1992 Automotive News ,2007 The Economist

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