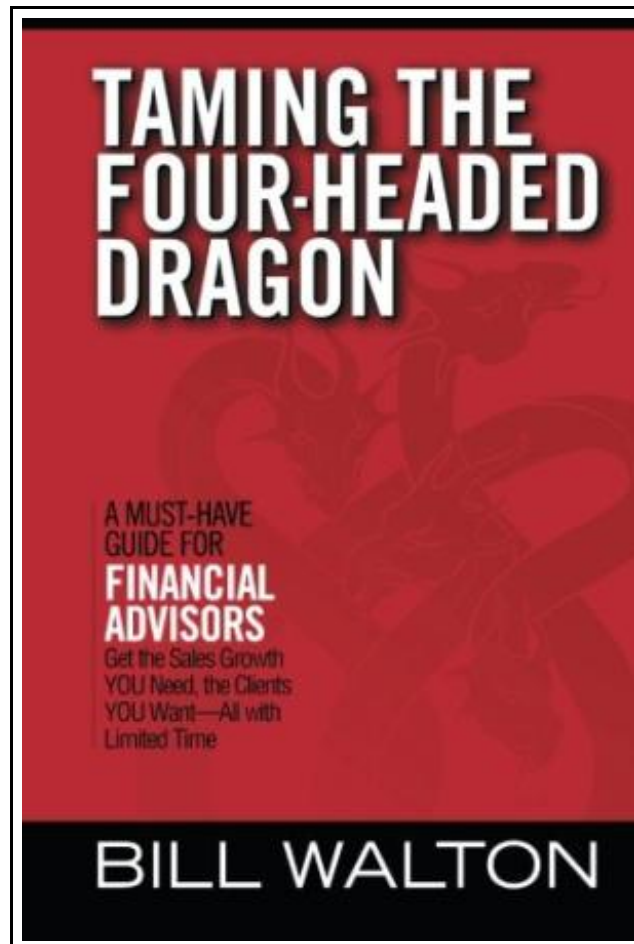


## **Taming the Four-Headed Dragon: A Must-Have Guide for Financial Advisors: Get the Sales Growth You Need, the Clients You Want-All with Limited Time**



Filesize: 9.69 MB

### ***Reviews***

*Extremely helpful for all type of folks. It generally is not going to expense a lot of. I found out this book from my dad and i advised this book to find out.*  
*(Melany Goyette)*

## **TAMING THE FOUR-HEADED DRAGON: A MUST-HAVE GUIDE FOR FINANCIAL ADVISORS: GET THE SALES GROWTH YOU NEED, THE CLIENTS YOU WANT-ALL WITH LIMITED TIME**



To save **Taming the Four-Headed Dragon: A Must-Have Guide for Financial Advisors: Get the Sales Growth You Need, the Clients You Want-All with Limited Time** PDF, remember to follow the web link listed below and download the ebook or gain access to other information which might be related to **TAMING THE FOUR-HEADED DRAGON: A MUST-HAVE GUIDE FOR FINANCIAL ADVISORS: GET THE SALES GROWTH YOU NEED, THE CLIENTS YOU WANT-ALL WITH LIMITED TIME** book.

iUniverse, United States, 2014. Paperback. Book Condition: New. 224 x 150 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.A financial advisor s job can be one of the most rewarding in today s economy. You follow the markets, help people reach their financial and personal goals, and make a decent living while doing it. But the recent downturn in the global economy and general skepticism regarding Wall Street has advisors working harder than ever to manage and grow their business. Every FA must sign more new clients to keep their practice viable. If you are a financial advisor who is struggling to balance all that it entails to run, market, and administer your business, then Taming the Four-Headed Dragon is the book for you. This phenomenal book, as one reviewer called it, is packed with proven tactics and strategies to help financial advisors be clear on who is an ideal prospect for them and arm their referral sources with relevant messaging to make these connections. Author Bill Walton provides a prospecting system that turns every conversation or meeting into a beneficial next step toward closing business. This must-have guide for all financial professionals who sell reveals how to: set meaningful goals that pull you toward action; profile your ideal client; write a clear and compelling value proposition; craft and share crisp messaging with referral sources and centers of influence; and conduct meetings that always lead to a next step. Bill Walton s sales training programs have been adopted by Wall Street s top firms and high-profile Fortune 500 companies. Drawing on his years of experience and success from the sales forces that he serves, Bill Walton has provided an essential guide for achieving success in the ever-competitive arena of financial sales.



**Read Taming the Four-Headed Dragon: A Must-Have Guide for Financial Advisors: Get the Sales Growth You Need, the Clients You Want-All with Limited Time Online**



**Download PDF Taming the Four-Headed Dragon: A Must-Have Guide for Financial Advisors: Get the Sales Growth You Need, the Clients You Want-All with Limited Time**

## Relevant Books



### [PDF] DK Readers L1: Jobs People Do: A Day in the Life of a Teacher

Click the link listed below to read "DK Readers L1: Jobs People Do: A Day in the Life of a Teacher" document.

[Read PDF »](#)



### [PDF] Three Simple Rules for Christian Living: Study Book

Click the link listed below to read "Three Simple Rules for Christian Living: Study Book" document.

[Read PDF »](#)



### [PDF] Baby Whale s Long Swim: Level 1

Click the link listed below to read "Baby Whale s Long Swim: Level 1" document.

[Read PDF »](#)



### [PDF] Dog Farts: Pooter s Revenge

Click the link listed below to read "Dog Farts: Pooter s Revenge" document.

[Read PDF »](#)



### [PDF] Fox on the Job: Level 3

Click the link listed below to read "Fox on the Job: Level 3" document.

[Read PDF »](#)



### [PDF] Fox and His Friends

Click the link listed below to read "Fox and His Friends" document.

[Read PDF »](#)