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# HOW TO VALUE, BUY, OR SELL A FINANCIAL ADVISORY PRACTICE

A MANUAL ON MERGERS, ACQUISITIONS, AND TRANSITION PLANNING

**David Grau, Sr.** 

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planner to follow Starting from the key question Why do you want to be a financial planner the author guides you through the development of an effective infrastructure and client management system for your practice. The many essential concepts are clearly illustrated with examples from practicing professionals Throughout this handbook Rattiner provides personal insights on how and why a planner must develop a solid understanding of client needs before building a comprehensive financial plan Getting Started as a Financial Planner has everything one needs to know from how to set up a practice and communicate with clients to how to manage investments and market services in order to launch a career in financial planning and to attain success in this high growth profession Protecting Your Practice Katherine Vessenes, 2010-06-10 This is the benchmark book for building client relationships growing a practice and avoiding litigation written in association with the world s leading organization for financial services professionals Audience Broker dealers and their home office personnel registered reps accountants tax advisers insurance agents and insurance companies wire houses fee and commission planners attorneys trust officers estate planners and development officers in planned giving departments As investors gravitate toward no load mutual funds and do it yourself investing through discount brokers professionals are being squeezed by competition consumer wariness and tighter enforcement by the SEC NASD and state securities regulators This book addresses these challenges helping anyone offering financial advice to be more competitive build client loyalty and avoid the liabilities that come with managing someone s money in today s complex investment environment How to offer better service comply with key regulations maintain vital records with a minimum of paperwork and protect a business from malpractice claims

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