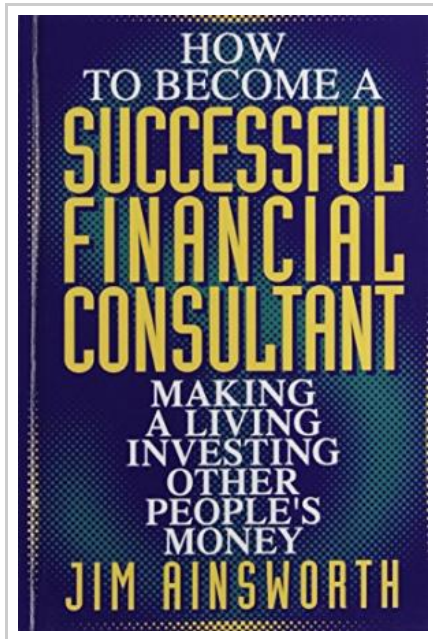




How to Become a Successful Financial Consultant: Making a Living Investing Other People's Money

By Jim H. Ainsworth

John Wiley and Sons Ltd. Hardback. Book Condition: new. BRAND NEW, How to Become a Successful Financial Consultant: Making a Living Investing Other People's Money, Jim H. Ainsworth, Everything you need to know to succeed in today's fastest growing sector of the consulting market. Jim Ainsworth is an extremely successful financial planning professional with more than 30 years in the business. In How to Become a Successful Financial Consultant, he tells you everything you need to know to move into financial consulting. He familiarizes you with all the types of planning that financial consultants deal with, as well as the various investment vehicles. And, based on his own experiences and those of other successful financial consultants across the nation, he supplies you with a proven blueprint for success. You get expert advice, guidance, and insiders' tips on how to: Get the education, experience, and licensing you need to qualify. Get certified (and whether you need to). Develop a surefire success plan. Set up a practice and attract clients. Network, market, and sell your services. Set fees and collect other forms of compensation for your services. Avoid the 10 most common mistakes that beginners make. Get the most out of meetings...



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