Workshop Abstract

Leading Clients through Stress, Changing Markets and Tough Times

The relationship between client and advisor has never been more important. The current economic environment has created more skepticism, less trust, and greater expectations. Financial Advisors who continue to interact with clients in the traditional fashion open themselves up to client dissatisfaction, attrition, and in the worst cases potential litigious activity. Advisors must adapt in order to flourish while others flounder. This workshop equips advisors with the insights and skills necessary to strengthen client relationships during times of turmoil.

Our Workshop

In this interactive session participants will:

- ✓ Identify the stages clients go through during challenging markets and how to navigate these stages effectively
- ✓ Identify and solve specific blocks that can cause clients to make poor decisions with their investments
- ✓ Practice a tool for increasing decisiveness and focus
- ✓ Practice tactics to find opportunities that others will miss in difficult times
- ✓ Learn specific strategies to reduce stress and recharge for themselves and their clients during times of change
- ✓ Learn a conversation model that calms emotions, inspires a vision, and creates action.

For further information on these sessions contact us at Advantage Coaching & Training, Inc., 480 East Roosevelt Rd., Suite 105, West Chicago, IL, 60185; phone: (630) 293-0210; email: info@advantagecoaching.com. www.advantagecoaching.com