



Workshop Abstracts

Three Ways to Grow your Business

Times are changing and those who do not change are vulnerable to huge challenges, frustration, and potential failure. Old methods of building business and gaining new clients need to be adapted. The three methods that we will address in this session represent subtle, but effective shifts made to previous tactics that make them more successful in today's environment.

The Workshop: In this highly interactive session, Financial Advisors will experience the following:

1. Learn a new way to ask for referrals that:
 - Breaks through Financial Advisors' blocks for asking for introductions (and fixes the problem of looking pushy or needy)
 - Is completely genuine and comfortable for both Financial Advisors and clients
 - Has tested to be 530% more likely than other methods to produce introductions

2. Create a dramatically different way of forming relationships with centers of influence that:
 - Does not depend on sending them referrals
 - Completely changes the dynamic of how you relate to them and requires little to no selling of your services
 - Creates 25 high quality referrals a year

3. Learn a powerful way to acquire new key clients that:
 - Teaches you how to do a true and interactive advocate event rather than a client event
 - Helps you enter a community of high net worth individuals almost effortlessly
 - Is easy, affordable and fun!

Participants will leave the session with three tactics that they can immediately implement to impact their business.

Contact information

For further information on these sessions feel free to contact us at Advantage Coaching & Training, Inc., 122 N. Wheaton Ave., P.O. Box 1529, Wheaton, IL, 60187; phone: (630) 293-0210; email: info@advantagecoaching.com.