

## Questions Great Financial Advisors Ask And Investors Need To

An illustrated, practical guide to navigating your financial life, no matter your financial situation "a potent mix of deeply practical and wonderfully empathetic" —Erin Lowry, author of *Broke Millennial* "one of the most approachable financial books I've ever read." —Refinery 29 We are all weird about money. Whether you have a lot or a little, your feelings and beliefs about money have been shaped by a combination of silence (or even shame) around talking about money, personal experiences, family and societal expectations, and a whole big complex system rigged against many of us from the start. Begin with that baseline premise and it ' s no surprise so many of us find it so difficult to save enough money (but way too easy to get trapped in ballooning credit card debt), emotionally draining to deal with student loans, and nearly impossible to understand the esoteric world of investing. Unlike most personal finance books that focus on skills and behaviors, *FINANCE FOR THE PEOPLE* asks you to examine your beliefs and experiences around money—blending extremely practical exercises with mindfulness, and including more than 50 illustrations and diagrams to make the concepts accessible (and even fun). With deep insider expertise from years spent in many different corners of the financial industry, Paco de Leon is a friendly, approachable, and wise guide who invites readers to change their relationship with money. With her holistic approach you ' ll learn how to:

- root out your unconscious beliefs about money
- untangle the mental and emotional burden of student loans to pay them off
- use a gratitude practice to help you think differently about spending
- break out of the debt cycle and begin building wealth

This book is for anyone who feels unseen, ignored, or bored to death by the way personal finances are approached and taught, and is ready to go on a journey of self-discovery and step into their financial power.

This book is everything you need to plan for your financial future and avoid paying tens of thousands of dollars to a financial advisor. A financial plan will guide you during good and bad times, ups and downs of the market, job changes, and financial setbacks. Creating a financial plan is not all about money, budgeting, and investing. It's about enabling you to live the life you truly want. As you progress through your career in medicine, you have never been taught how to prepare for a healthy financial future, leaving you vulnerable to being sold products you don't need or working so hard that you experience burnout. Physicians are the smartest people on the planet when it comes to medicine, so why not finances too? Let's change the dynamic between money and medicine and help you live your ideal life.

A financial advisor recounts an interview with a recently retired physician who planned an enjoyable—and costly—retirement. The doctor wanted his entire portfolio in bonds, which was far too conservative to maintain the lifestyle he and his wife had planned. In the advisor ' s words: "This fellow was a bit of a know-it-all, and I wasn ' t getting through. Finally I asked him, 'Doctor, how will it feel for you when you have to go back to work?' That got his attention, and I was able to lay out a strategy that would allow him to retire and stay retired." In *Questions Great Financial Advisors Ask...and Investors Need to Know*, coauthors Alan Parisse and David Richman have compiled the questions great advisors ask that lead to the probing and personal conversations necessary to diagnose and understand clients'—and potential clients'—deep-seated feelings about money. That ' s how great advisors help clients wring the emotion out of investing and set them on the rational road to achieving their financial goals. Throughout this book are questions, suggestions, and stories from some of the world ' s top financial advisors, including a chapter of "great questions to ask" organized by topic.

An entertaining, illustrated adaptation of Ray Dalio ' s *Principles*, the #1 New York Times bestseller that has sold more than two million copies worldwide. *Principles for Success* distills Ray Dalio ' s 600-page bestseller, *Principles: Life & Work*, down to an easy-to-read and entertaining format that ' s accessible to readers of all ages. It contains the key elements of the unconventional principles that helped Dalio become one of the world ' s most successful people—and that have now been read and shared by millions worldwide—including how to set goals, learn from mistakes, and collaborate with others to produce exceptional results. Whether you ' re already a fan of the ideas in *Principles* or are discovering them for the first time, this illustrated guide will help you achieve success in having the life that you want to have.

Rock Retirement

A Doctor's Guide to Personal Finance and Investing

The Safe Investor

The Money Answer Book

A New Business Model for Financial Advisors

From Stocks and Bonds to ETFs and IPOs, an Essential Primer on Building a Profitable Portfolio

Stop Asking for Referrals: A Revolutionary New Strategy for Building a Financial Service Business that Sells Itself

Learn how to protect and grow your wealth with this commonsense guide to investing You manage your own money. You understand the basics of investing and diversifying your portfolio. Now it's time to invest like a pro for greater profits—with investment expert David Stein, host of the popular weekly podcast, "Money for the Rest of Us." He's created a unique ten-question template that makes it easy for individual investors like you to:

- Invest more confidently
- Feel less overwhelmed
- Build a stronger portfolio
- Avoid costly mistakes
- Plan and save for retirement

Despite what many people believe, you don't need to be an expert to be a successful investor. With Stein as your personal money mentor, you'll learn how to make smarter, more informed decisions that can help reduce your risk and increase your gains by following a few simple rules for analyzing any investment. This is how the

professionals grow their wealth and how you can, too. This is Money for the Rest of Us.

Learn what makes a client trust you to be their financial advisor. Put the power of story telling into selling financial products. The authors explain the process of making these intuitive connections, then translate their findings into understandable and practical strategies that any financial professional can use. They present actual stories, including many by Warren Buffet, one of the greatest "storytellers" of all time. These actual stories can help financial pros tap into the "gut reaction" of different types of clients. the book also includes special topics on communicating to women, the 50+ market, and the affluent.

"It's not that we're dumb. We're wired to avoid pain and pursue pleasure and security. It feels right to sell when everyone around us is scared and buy when everyone feels great. It may feel right-but it's not rational." -From The Behavior Gap Why do we lose money? It's easy to blame the economy or the financial markets-but the real trouble lies in the decisions we make. As a financial planner, Carl Richards grew frustrated watching people he cared about make the same mistakes over and over. They were letting emotion get in the way of smart financial decisions. He named this phenomenon-the distance between what we should do and what we actually do-"the behavior gap." Using simple drawings to explain the gap, he found that once people understood it, they started doing much better. Richards's way with words and images has attracted a loyal following to his blog posts for The New York Times, appearances on National Public Radio, and his columns and lectures. His book will teach you how to rethink all kinds of situations where your perfectly natural instincts (for safety or success) can cost you money and peace of mind. He'll help you to:

- Avoid the tendency to buy high and sell low;
- Avoid the pitfalls of generic financial advice;
- Invest all of your assets-time and energy as well as savings-more wisely;
- Quit spending money and time on things that don't matter;
- Identify your real financial goals;
- Start meaningful conversations about money;
- Simplify your financial life;
- Stop losing money!

It's never too late to make a fresh financial start. As Richards writes: "We've all made mistakes, but now it's time to give yourself permission to review those mistakes, identify your personal behavior gaps, and make a plan to avoid them in the future. The goal isn't to make the 'perfect' decision about money every time, but to do the best we can and move forward. Most of the time, that's enough."

Questions Great Financial Advisors Ask... and Investors Need to KnowKaplan Trade

Get the Right Answers

Smart Couples Finish Rich, Revised and Updated

The White Coat Investor's Financial Boot Camp

Life Centered Financial Planning

Crossing the Invisible Bridge to Exceptional Client Service and Consistent Growth

Money for the Rest of Us: 10 Questions to Master Successful Investing

A Simple Guide to Help You Take Control and Be More Optimistic About the Future

**Dave Ramsey explains those scriptural guidelines for handling money.**

The financial services world is changing. Technology is enabling an automated approach to investing that should bring down the cost of commodity services. No longer do you have to fund the lifestyle of a broker or advisor to have him tell you how to diversify or where to find the next investment that cannot be missed. This book will provide the tools for calculators that tell you most of what you need to know; from how much insurance you need to have to how you should diversify. The book will help readers with the following: Understand what you have Plan your long-term goals Start to save (maximizing your 401k) Reduce debt Run your Monte Carlo Simulation Determine the appropriate asset allocation Set up your auto-rebalancing and periodically (annually, perhaps) re-examining your asset allocation to account for globalization Deploy the asset mix through low cost, tax-efficient strategies Look at it once per year This book will provide a better understanding of your investment decisions. But, we all cannot be do-it-yourselfers. Advisors serve as an important resource for consumers when they are both capable and understand their duty to serve you, the customer, first. To complement their moral station, they must have the skills to deliver appropriate advice. The book, much like the company Steve founded, will simplify standards for consumers and audit advisors to those standards.

You've worked too hard for your money to let it be squandered by someone who only wants to line their own pockets with commissions. Ivan M. Illán, a longtime financial advisor to high net worth families, walks you through ten simple questions to ask your current advisor to determine if he or she should stay on the job, and so you can hire the best qualified person on the first try. Once you know what type of responses are best, you'll be able to ? uncover hidden conflicts of interest; ? determine what motivates an advisor; ? evaluate an advisor's intelligence; and ? develop a method to evaluate performance. While there are many benefits to having an expert manage money, it's essential to pick the right person to preserve and grow wealth. Get the critical guidance you need in How to Hire (or Fire) Your Financial Advisor.

Written by a practicing emergency physician, The White Coat Investor is a high-yield manual that specifically deals with the financial issues facing medical students, residents, physicians, dentists, and similar high-income professionals. Doctors are highly-educated and extensively trained at making difficult diagnoses and performing life saving procedures. However, they receive little to no training in business, personal finance, investing, insurance, taxes, estate planning, and asset protection. This book fills in the gaps and will teach you to use your high income to escape from your student loans, provide for your family, build wealth, and stop getting ripped off by unscrupulous financial professionals. Straight talk and clear explanations allow the book to be easily digested by a novice to the subject matter yet the book also contains

advanced concepts specific to physicians you won't find in other financial books. This book will teach you how to: Graduate from medical school with as little debt as possible Escape from student loans within two to five years of residency graduation Purchase the right types and amounts of insurance Decide when to buy a house and how much to spend on it Learn to invest in a sensible, low-cost and effective manner with or without the assistance of an advisor Avoid investments which are designed to be sold, not bought Select advisors who give great service and advice at a fair price Become a millionaire within five to ten years of residency graduation Use a "Backdoor Roth IRA" and "Stealth IRA" to boost your retirement funds and decrease your taxes Protect your hard-won assets from professional and personal lawsuits Avoid estate taxes, avoid probate, and ensure your children and your money go where you want when you die Minimize your tax burden, keeping more of your hard-earned money Decide between an employee job and an independent contractor job Choose between sole proprietorship, Limited Liability Company, S Corporation, and C Corporation Take a look at the first pages of the book by clicking on the Look Inside feature Praise For The White Coat Investor "Much of my financial planning practice is helping doctors to correct mistakes that reading this book would have avoided in the first place." - Allan S. Roth, MBA, CPA, CFP(R), Author of How a Second Grader Beats Wall Street "Jim Dahle has done a lot of thinking about the peculiar financial problems facing physicians, and you, lucky reader, are about to reap the bounty of both his experience and his research." - William J. Bernstein, MD, Author of The Investor's Manifesto and seven other investing books "This book should be in every career counselor's office and delivered with every medical degree." - Rick Van Ness, Author of Common Sense Investing "The White Coat Investor provides an expert consult for your finances. I now feel confident I can be a millionaire at 40 without feeling like a jerk." - Joe Jones, DO "Jim Dahle has done for physician financial illiteracy what penicillin did for neurosyphilis." - Dennis Bethel, MD "An excellent practical personal finance guide for physicians in training and in practice from a non biased source we can actually trust." - Greg E Wilde, M.D Scroll up, click the buy button, and get started today!

A Framework for Avoiding the Mistakes Everyone Else Makes

How to Reach Your Investment Goals Without Getting Ripped Off

Getting a Grip on Your Finances

The Behavior Gap

Ineffective Habits of Financial Advisors (and the Disciplines to Break Them)

The Bucket Plan®

**Worry less. Plan more. Do you want a secure retirement, free from worry, stress, and confusion? The Bucket Plan® is a must-read book for anyone serious about creating a practical and sensible financial plan for his or her retirement years. The financial planning process outlined in this book is based on a three-bucket philosophy of strategically positioning assets to plan for and mitigate the risks and dangers that can occur in retirement. Readers will learn:**

- The three biggest dangers for your financial future and how The Bucket Plan helps protect from them
- A formula for calculating whether you will have an income deficit and, if so, how much money is needed to prevent it
- A surefire way to avoid taking on too much investment risk on money you may need in the near future
- Much, much more

When readers strategically allocate their money using Jason Smith's three-bucket philosophy, they can create a plan that mitigates risk and offers an opportunity for growth into the future, allowing them to feel more secure about retirement.

"[David Bach's] advice is heartfelt and worthy. For most couples struggling to make their financial lives smoother, this is a good place to get the dialogue rolling." –USA Today #1 New York Times bestselling author David Bach has helped millions of couples plan for a future they love with more than 7 million of his books in print. And now, completely updated and revised, Smart Couples Finish Rich, America's favorite money book, is back. You'll discover the latest techniques to live a life as a couple, where your values align and your money decisions become easier. Whether newlyweds, a couple planning for retirement or already retired, this timeless classic provides couples with easy-to-use tools that cover everything from credit card management to detailed investment advice to long term care. Together you'll learn why couples who plan their finances together, stay together!

Based on interviews with fifteen top financial advisors, each doing several million dollars' worth of business every year, this priceless tool contains universal principles to guide both veteran and new financial professionals to immediate success. The Million-Dollar Financial Advisor distills these success principles into thirteen distinct step-by-step lessons that teach readers how to build and focus on client relationships, have a top advisor mindset, develop a long-term approach, and much more. The book also features two complete case studies, featuring a "best of the best" advisor whose incredible success showcases the power of all the book's principles working together in concert, and an account of a remarkable and inspiring career turn around that demonstrates it's never too late to reinvent yourself. Brimming with practical advice from author David J. Mullen and expert insights from his interview subjects, The Million-Dollar Financial Advisor equips any financial advisor to succeed-- regardless of market conditions.

Protect your money with this "accessible and practical" guide to hiring and working with financial advisors (Publishers Weekly, starred review). Hiring a trained expert to safeguard and grow your wealth seems like a foolproof decision, but it can go awry for many people. You should never blindly trust that your advisor has your best interests at heart—and while there are many benefits to working with a financial pro, there are some things you should know first. Drawing on her insider's knowledge of how the financial advice profession really works, Liz Davidson shows how to judge whether an advisor

is going to help or harm your savings. This no-nonsense guide covers questions such as: How should you decide if you really need an advisor? What financial moves can you make without their help? What important questions should you ask before trusting them with your money? What are the red flags you should run from? What does all their jargon really mean? Learn how to take control of your financial well-being—either with a financial advisor or without one. “This book is mandatory reading for anyone who wants a better understanding of how to manage their money.” –Mary Beth Franklin, InvestmentNews “Valuable tools for managing one’s personal finances for maximum results.” –Publishers Weekly, starred review

Financial Residency

The Pocket Guide to Sales for Financial Advisors

Financial Freedom

The White Coat Investor

Powerful Lessons and Proven Strategies from Top Producers

How to Connect in Business in 90 Seconds Or Less

Create Your Financial Life Plan Without the Long Hours Or Sleepless Nights

Selling is as old as civilization itself. Put in the simplest of terms, selling is the exchange of goods and services for something of value. To financial advisors, however, the sale is often seen in a negative light, and many cringe at the word "sell." Interestingly, the same advisors who shy away from the concept of selling are often those who find themselves selling every single day! Sometimes they're even participating in the selling process multiple times throughout the day--and they may not realize it. Asking for client referrals, developing strategic alliances, seeking and talking with new prospects are all obvious parts of the selling process, but selling happens every time you remind a client why it's a good choice to do business with you, too. The fact is that most CFAs(R), CFPs(R), CPAs, and other professionals did not obtain these titles because deep down they really wanted to be in sales. Most times, their interests tend more toward data, analysis, and more solitary orientations. Selling is probably the last thing those who entered these fields were thinking of doing. They may not have considered the "people" aspect of their chosen profession; the aspect that involves sales. For this reason, and some others, turning into a salesperson seems like a negative, degrading thing. Many advisors will conjure up the picture of the slimy used-car sales guy. It's time to recognize selling as the valuable activity that it is. It is a way to: Let people know who you are and what you do well. Get your message out to those who need it. Promote your planning process, wealth management services, or investment expertise. Use your relationship skills to close new business. Take your business to the next level. If you want to grow your business, the bottom line is that you--or someone on your team--need to sell, and to sell well. This book will offer guidance on how you can sell in a comfortable and effective manner.

The world of investing normally sees experts telling us the 'right' way to manage our money. How often do these experts pull back the curtain and tell us how they invest their own money? Never. How I Invest My Money changes that. In this unprecedented collection, 25 financial experts share how they navigate markets with their own capital. In this honest rendering of how they invest, save, spend, give, and borrow, this group of portfolio managers, financial advisors, venture capitalists and other experts detail the 'how' and the 'why' of their investments. They share stories about their childhood, their families, the struggles they face and the aspirations they hold. Sometimes raw, always revealing, these stories detail the indelible relationship between our money and our values. Taken as a whole, these essays powerfully demonstrate that there is no single 'right' way to save, spend, and invest. We see a kaleidoscope of perspectives on stocks, bonds, real assets, funds, charity, and other means of achieving the life one desires. With engaging illustrations throughout by Carl Richards, How I Invest My Money inspires readers to think creatively about their financial decisions and how money figures in the broader quest for a contented life. With contributions from: Morgan Housel, Christine Benz, Brian Portnoy, Joshua Brown, Bob Seawright, Carolyn McClanahan, Tyrone Ross, Dasarte Yarnway, Nina O'Neal, Debbie Freeman, Shirl Penney, Ted Seides, Ashby Daniels, Blair duQuesnay, Leighann Miko, Perth Tolle, Josh Rogers, Jenny Harrington, Mike Underhill, Dan Egan, Howard Lindzon, Ryan Krueger, Lazetta Rainey Braxton, Rita Cheng, Alex Chalekian

Money-related stress dates as far back as concepts of money itself. Formerly it may have waxed and waned in tune with the economy, but today more individuals are experiencing financial mental anguish and self-destructive behavior regardless of bull or bear markets, recessions or boom periods. From a fringe area of psychology, financial therapy has emerged to meet increasingly salient concerns. Financial Therapy is the first full-length guide to the field, bridging theory, practical methods, and a growing cross-disciplinary evidence base to create a framework for improving this crucial aspect of clients' lives. Its contributors identify money-based disorders such as compulsive buying, financial hoarding, and workaholism, and analyze typical early experiences and the resulting mental constructs ("money scripts") that drive toxic relationships with money. Clearly relating financial stability to larger therapeutic goals, therapists from varied perspectives offer practical tools for assessment and intervention, advise on cultural and ethical considerations, and provide instructive case studies. A diverse palette of research-based and practice-based models meets monetary mental health issues with well-known treatment approaches, among them: Cognitive-behavioral and solution-focused therapies. Collaborative relationship models. Experiential approaches. Psychodynamic financial therapy. Feminist and humanistic approaches. Stages of change and motivational interviewing in financial therapy. A text that serves to introduce and define the field as well as plan for its future, Financial Therapy is an important investment for professionals in psychotherapy and counseling, family therapy, financial planning, and social policy.

A financial advisor recounts an interview with a recently retired physician who planned an enjoyable--and costly--retirement. The doctor wanted his entire portfolio in bonds, which was far too conservative to maintain the lifestyle he and his wife had planned. In the advisor's words: "This fellow was a bit of a know-it-all, and I wasn't getting through. Finally I asked him, 'Doctor, how will it feel for you when you have to go back to work?' That got his attention, and I was able to lay out a strategy that would allow him to retire and stay retired." In Questions Great Financial Advisors Ask...and Investors Need to Know, coauthors Alan Parris and David Richman have compiled the questions great advisors ask that lead to the probing and personal conversations necessary to diagnose and understand clients'--and potential clients'--deep-seated feelings about money. That's how great advisors help clients wring the emotion out of investing and set them on the rational road to achieving their financial goals. Throughout this book are questions, suggestions, and stories from some of the world's top financial advisors, including a chapter of "great questions to ask" organized by topic.

## 9 Steps to Creating a Rich Future for You and Your Partner

### Strategies and Techniques

### Ten Simple Questions to Guide Decision Making

### What Your Financial Advisor Isn't Telling You

### Get Wise to Your Advisor

### How to Deliver Value That Will Never Be Undervalued

### Questions Great Financial Advisors Ask... and Investors Need to Know

A how to guide to avoiding the mistakes ineffective financial advisors most often make Based on a 15-year consulting program that author Steve Moore has led for financial advisors, Ineffective Habits of Financial Advisors (and the Disciplines to Break Them): A Framework for Avoiding the Mistakes Everyone Else Makes details proven techniques which allow advisors to transform their business into an elite practice: business analysis, strategic vision, exceptional client service, and acquiring high net worth clients. Told through the story of a purely fictional and completely average financial advisor, each chapter begins with an ineffective habit that is then countered with a discipline that improves business results and adds value. The book Details a step-by-step strategy for working through current clients, rather than relying on cold calling to form new relationships Includes anecdotes collected through both personal experience and stories relayed to him by clients and colleagues Provides question and answer segments, examples, and homework assignments Ineffective Habits of Financial Advisors (and the Disciplines to Break Them shows you how to deliver exceptional service while generating higher revenue per client.

Rock Retirement offers inspirational advice on how to enjoy the journey to retirement to its fullest. Traditional retirement advice usually boils down to saving more, sacrificing more, and settling for less. This approach makes people dependent on systems outside their control, such as the market, economy, and investment returns. The result: people lose power over determining their life. What sets Rock Retirement apart is its holistic approach to helping people take back control and act intentionally towards the life they want. It addresses the fears, hopes, and dreams that people have about retirement, goes way beyond the numbers, and shows them how to balance living well today and tomorrow.

Based on interviews with fifteen top financial advisors, this priceless toolkit contains universal principles to guide both veteran and new financial professionals to immediate success. The book features two complete case studies, featuring a "best of the best" advisor whose incredible success showcases the power of all the book's principles working together in concert, and an account of a remarkable and inspiring career turn around that demonstrates it's never too late to reinvent yourself. The Million-Dollar Financial Advisor distills these success principles into thirteen distinct step-by-step lessons that teaches you: how to build and focus on client relationships, have a top advisor mindset, develop a long-term approach and much more. Brimming with practical advice from author David J. Mullen and expert insights from his interview subjects, The Million-Dollar Financial Advisor equips any financial advisor to succeed--regardless of market conditions.

"Contains material adapted from The everything investing book, 3rd edition"--Title page verso.

How to Hire (or Fire) Your Financial Advisor

The Million-Dollar Financial Advisor

Storyselling for Financial Advisors

A 12 Step High-Yield Guide to Bring Your Finances Up to Speed

Finance for the People

Investing 101

Finance experts reveal how they save, spend, and invest

***The Keys to your future success! Women are a goldmine of opportunity for any financial advisor looking to accelerate business growth. The key is knowing what women want and how to apply that knowledge to attract more female clients and generate more referrals. This book is your personal roadmap to making that shift. With the Keys to the Ladies Room you will discover how easy it can be to:***

- Understand the difference in how men and women relate to money – and convert that knowledge to create a more purpose driven business model.***
- Develop your personal story which inspires more trust and confidence with both prospects and clients faster***
- Share what you do in a way that leaves the listener sitting up and craving for more.***
- Incorporate a more purpose driven process that engages both clients and prospects simultaneously, uncovering more assets and opportunities.***
- Articulate your true value as a financial advisor (and it's not what you think!)that wins you the big business With time-tested scripts and practical, step-by-step guidance from a former Smith Barney National Training Officer, this book promises to transform your marketing and accelerate business growth by attracting more women clients and creating more loyal raving fans. "This book is destined to start a new revolution in the financial services industry. Adri has artfully combined the strengths of women with the experience and wisdom of men to create a new, refreshing business model for financial advisors. She speaks directly to what advisors need – and what clients want. This is a must-read for any financial professional looking to create a deeply meaningful and highly profitable advisory practice." Barbara Stanny, Bestselling author of Prince Charming Isn't Coming, Overcoming Underearning, and Secrets of Six-Figure Women***

***Doctors and other high income professionals receive little training in personal finance, investing, or business. This book teaches them what they did not learn in school or residency. It includes information on insurance, personal finance, budgeting, buying housing, mortgages, student loan management, retirement accounts, taxes, investing, correcting errors, paying for college, estate planning and asset protection.***

***The author brings his innovative system of forging instant connections to the workplace, providing the fundamentals for creating and maintaining effective business relationships.***

***Investing information is everywhere; there are blogs, newspapers, magazines, and cable TV shows all dedicated to helping individuals invest in smarter and more successful***

**ways. Yet despite all the efforts to educate the public on investing, most people still feel uncomfortable with how they should actually invest their money. Recent predictions about slowing economic growth, historically low interest rates, and volatile markets have investors scratching their heads about what to do with their money. And more than ever, people are scared about whether they can grow their money enough to last through their lifetime. Expert investor Timothy McCarthy has spent the last 30 years in the US and overseas providing investment solutions to individuals and their advisors. He believes that understanding how to create a truly globally diverse portfolio while applying the magic of time will help all investors navigate risky markets. McCarthy also explores the fundamentals of picking and evaluating financial advisors for those who want to understand the principles of investing but not actually do the work themselves. McCarthy helps guide the reader along a straightforward path to investment success by telling engaging and actual stories to illustrate each of his seven lessons of successful investing. The Safe Investor will help even those readers with little interest or aptitude for finance to be comfortable in knowing what to do to manage their life investment plan and how to manage their own advisors.**

**Theory, Research, and Practice**

**How I Invest My Money**

**A Proven Path to All the Money You Will Ever Need**

**The Bogleheads' Guide to Investing**

**Ask the Right Questions**

**The Keys to the Ladies' Room**

**Financial Therapy**

*A critical resource for families managing significant wealth Wealth of Wisdom offers essential guidance and tools to help high-net-worth families successfully manage significant wealth. By compiling the 50 most common questions surrounding protection and growth, this book provides a compendium of knowledge from experts around the globe and across disciplines. Deep insight and thoughtful answers put an end to uncertainty, and help lay to rest the issues you have been wrestling with for years; by divulging central lessons and explaining practical actions you can take today, this book gives you the critical information you need to make more informed decisions about your financial legacy. Vital charts, graphics, questionnaires, worksheets and other tools help you get organised, develop a strategy and take real control of your family's wealth, while case studies show how other families have handled the very dilemmas you may be facing today. Managing significant wealth is a complex affair, and navigating the financial world at that level involves making decisions that can have major ramifications — these are not decisions to make lightly. This book equips you to take positive action, be proactive and make the tough decisions to protect and grow your family's wealth. Ensure your personal and financial success and legacy Access insight and data from leading experts Adopt the most useful tools and strategies for wealth management Learn how other families have successfully navigated common dilemmas When your family's wealth is at stake, knowledge is critical — and uncertainty can be dangerous. Drawn from interactions with hundreds of wealthy individuals and families, Wealth of Wisdom provides a definitive resource of practical solutions from the world's best financial minds.*

*The world likes to believe life is a series of endings. Some are good, others bad, but things always end. In the modern age, the movie ends, the television show ends, the book finishes with "The End", and we start to believe life is about endings. Yet life continues, without end. Recently, my young nephew died, but the next day life went on without him. This book is based on the premise that endings are just new beginnings. Everyone can end, with the beginning in mind. Giving up the concept of "everything ends" is one of the most important steps in business continuity. People love to talk about Succession Planning, but few ever accomplish the task. The numbers are staggering. The US Department of Labor Statistics tell us after one year in business, 20% of new businesses in America fail, but after 20 years only about 20% of those same businesses will have survived. Of those who survive, less than 20% will continue to a second generation! Most businesses have a cessation plan (a plan that leads to a business ceasing to exist), while very few have succession plans (a plan that leads to a business not only continuing, but thriving after the founder exits). In his book, "Always End with the Beginning in Mind", Donald White takes you on his journey that resulted in a successful business continuation, and will give a founder of a business the steps necessary for a succession plan to actually succeed. A well-thought out and properly executed Succession Plan is a classic win-win. In fact, it is a win-win-win. It is a win for the company, namely the clients and staff who are able to enjoy continuity after the founder's exit. It is a win for the successor, who is able to build on the success of the founder. Finally, it is a win for the founder, who is able to exit on their own volition and see what they have built continue to prosper for years to come. Firms can succeed into perpetuity. They do not need to eventually cease. A businessperson who exits a business without seeing their exit as an ending, but as a new beginning, both for themselves and the business, can enjoy seeing the firm they spent a lifetime building continue to prosper after the business transitions to new leadership and simultaneously enjoy a new season of life personally. Do not leave business continuity to fate! Read this book and discover the tools necessary to move from a reactive cessation plan to a proactive plan of succession.*

*The International Bestseller "This book blew my mind. More importantly, it made financial independence seem achievable. I read Financial Freedom three times, cover-to-cover." —Lifemaker Money is unlimited. Time is not. Become financially independent as fast as possible. In 2010, 24-year old Grant Sabatier woke up to find he had \$2.26 in his bank account. Five years later, he had a net worth of over \$1.25 million, and CNBC began calling him "the Millennial Millionaire." By age 30, he had reached financial independence. Along the way he uncovered that most of the accepted wisdom about money, work, and retirement is either incorrect, incomplete, or so old-school it's obsolete. Financial Freedom is a step-by-step path to make more money in less time, so you have more time for the things you love. It challenges the accepted narrative of spending decades working a traditional 9 to 5 job, pinching pennies, and finally earning the right to retirement at age 65, and instead offers readers an alternative: forget everything you've ever learned about money so that you can actually live the life you want. Sabatier offers surprising, counter-intuitive advice on topics such as how to: \* Create profitable side hustles that you can turn into passive income streams or full-time businesses \* Save money without giving up what makes you happy \* Negotiate more out of your employer than you thought possible \* Travel the world for less \* Live for free--or better yet, make money on your living situation \* Create a simple, money-making portfolio that only needs minor adjustments \* Think creatively--there are so many ways to make money, but we don't see them. But most importantly, Sabatier highlights that, while one's ability to make money is limitless, one's time is not. There's also a limit to how much you can save, but not to how much money you can make. No one should spend precious years working at a job they dislike or worrying about how to make ends meet. Perhaps the biggest surprise: You need less money to "retire" at age 30 than you do at age 65. Financial Freedom is not merely a laundry list of advice to follow to get rich quick--it's a practical roadmap to living life on one's own terms, as soon as possible.*

*The #1 way to start getting referrals? STOP ASKING In all his years of helping financial professionals build and grow their businesses, Stephen Wershing has learned that the number one way to make sure you don't get a referral is by asking for it. Why? Because studies prove that clients refer you not to benefit you but to benefit themselves. So you have to approach the challenge from a completely new angle. Stop*

*Asking for Referrals helps you do exactly that. Inside, Wershing provides the tools you need to get more referrals than ever by designing your practice in a way that gets clients to mention you to friends when the opportunity arises. He calls it "the new referral conversation," and it works. Define your target market with accuracy and precision Communicate your value clearly and effectively Create your company's unique "brand" Harness the natural, normal social interactions of your clients to serve your marketing efforts You'll also learn how to use client feedback to benefit your business, create your service package, and bring in new business. "The way you have been told to attract referrals is based on an assumption that's wrong," Wershing writes. "And it is undermining your business and your relationships." You will come away with a deep understanding of why and where referrals actually come from, how to tailor your own practice to get people talking about you, and ways to develop a communication plan to project your reputation. So stop asking for referrals--and start attracting more new clients than you ever thought possible. Praise for Stop Asking for Referrals "Steve Wershing helps you unlock the untapped referral potential you have in your business today with an approach that is as comfortable as it is effective." -- JULIE LITTLECHILD, founder and president of Advisor Impact "The most comprehensive, practical, and engaging guide I know of for strengthening existing client connections and cultivating new ones in a way that is experience-based, respectful, and long-lasting." -- OLIVIA MELLAN, psychotherapist, money coach, author of The Client Connection, and columnist for Investment Advisor "Reading this book will revolutionize how you think about growing your business." -- MICHAEL E. KITCES, MSFS, MTAX, CFP, partner, Pinnacle Advisory Group, and blogger, Nerd's Eye View "This book will help you overcome . . . discomfort and show you how to engage your clients so that they will proudly help you build your business. Kudos for this powerful, one-stop marketing resource!" -- SHERYL GARRETT, CFP, AIF, award-winning author, advisor, and founder of the Garrett Planning Network "Stop Asking for Referrals is on my Top Ten list of books that I believe offer the most meaningful strategies for advisors. . . . Steve's ideas for referral marketing are brilliant and just plain common sense. Advisors will embrace his book as the new referral bible. -- SYDNEY LEBLANC, founding editor of Registered Rep magazine; partner of LeBlanc and Company "Embrace Steve's advice if you'd like to see your practice growth become effortless, boundless, and fun!" -- MARIE SWIFT, CEO, Impact Communications, columnist for Financial Planning magazine, and author of Become a Media Magnet*

*Best Practices from Top Performing Teams*

*Principles for Success*

*Simple Ways to Stop Doing Dumb Things with Money*

*The Supernova Advisor*

*Communication Essentials for Financial Planners*

*The Million-Dollar Financial Advisor Team*

*5 Simple, Life-Changing Rules of Investing*

Bring your financial planning to life by bringing life to your financial planning. Life-Centered Financial Planning: How to Deliver Value That Will

Never Be Undervalued shows financial planners and advisors how to radically improve the service they provide to their clients by tying their decisions and strategies to their clients' life events, stages, and goals. Written by distinguished financial professionals Mitch Anthony and Paul Armson, Life-Centered Financial Planning provides readers with practical advice and concrete strategies to revolutionize their organization and client service by:

- Focusing on what matters most to clients, rather than maximizing assets under management or pushing products
- Understanding that a strong financial plan means more than simply accumulating as much money as possible
- Building a business model that is good for everyone involved: the financial advisor, clients, and the organization
- Moving from being a commodity to being your client's trusted advisor

The book is perfect for any financial planner or advisor who wishes to adapt to the radical redefinition of financial services taking place today.

This question and answer book is the perfect resource guide for equipping individuals with key information about everyday money matters. Questions and answers deal with 100+ of the most-asked questions from The Dave Ramsey Show—everything from budget planning to retirement planning or personal buying matters, to saving for college and charitable giving. This is Dave in his most popular format—ask a specific question, get a specific answer.

How to answer the single most important question in business and life Why should I choose you? That's the question every customer asks every single time he buys a car, picks a shampoo, or chooses a distributor, a brokerage house, an animal hospital or a hairbrush. Sometimes the question is spoken out loud; other times it's subliminal. But the fact is that every product, service or decision is a choice. And often it's a choice we make within seconds.

Ian Chamandy and Ken Aber understand just how essential that choice is. Their Toronto-based consulting firm, Blueprint, helps businesses define their specific promise--the one thing that sets them apart from every other organization that does more or less the same thing--in seven words or less. Their blueprinting process has produced extraordinary results for organizations big and small, in all sorts of industries, in both the for profit and not-for-profit sectors, including construction firms, marketing/communications consultancies, boutique investment banks, and hospitals. Combining combines practical steps with case examples, Why Should I Choose You (in Seven Words or Less) will: give you confidence you never had before to lead into a bold new future make your employees more innovative and creative reveal revenue streams you never knew existed give your employees a newfound sense of purpose that motivates them to contribute at a higher level and help you sell faster and more easily because you will inspire, rather than try to convince, customers to buy

Exploring the Human Element of Financial Planning Communication Essentials for Financial Planners tackles the counseling side of practice to help financial planners build more productive client relationships. CFP Board's third book and first in the Financial Planning Series, Communication Essentials will help you learn how to relate to clients on a more fundamental level, and go beyond "hearing" their words to really listen and ultimately respond to what they're saying. Expert coverage of body language, active listening, linguistic signals, and more, all based upon academic theory. There is also an accompanied set of videos that showcase both good and bad communication and counseling within a financial planning context. By merging written and experiential learning supplemented by practice assignments, this book provides an ideal resource for any client-facing financial professional as well as any student on their pathway to CFP® certification. Counseling is a central part of a financial planner's practice, and

attention to interpersonal communication goes a long way toward progressing in the field; this guide provides practical instruction on the proven techniques that make a good financial planner great. Build client relationships based on honesty and trust Learn to read body language and the words not spoken Master the art of active listening to help your clients feel heard Tailor your communications to suit the individual client's needs The modern financial planning practice is more than just mathematics and statistical analysis—at its heart, it is based on trust, communication, and commitment. While interpersonal skills have always been a critical ingredient for success, only recently has this aspect been given the weight it deserves with its incorporation into the certification process. Communication Essentials for Financial Planners provides gold-standard guidance for certification and beyond.

Protecting and Growing Your Assets for a Worry-Free Retirement

Always End with the Beginning in Mind

The 10 Essential Truths You Need to Know About Your Money

Financial Peace

Smart Women Love Money

The Top 50 Questions Wealthy Families Ask

How Top Producers Sell

*YOU ARE A SMART WOMAN, BUT DO YOU STILL: —Feel you're too busy to invest your money? —Rely on someone else to deal? —Get bored by financial talk? —Think that investing is something only men do? —Worry you're not smart enough? THINK AGAIN. Women have made strides in so many areas and yet we still have a blind spot when it comes to managing our money. Why? A myriad of factors cause women to earn less than men over a lifetime, making it all the more imperative that we make the money we do have work for us as much as possible. And here's a reality check: as many as nine out of ten of us will have to manage our finances and those of our family at some point in our lives. And a lot of us think that means keeping our money "safe" in savings accounts, and not investing it. But not doing so has an opportunity cost that will lead to opportunities lost—the ability to pay for a college education, own a home, change careers to pursue a dream, or retire. Alice Finn wants to change how you think about your money, no matter how much or little you have. In Smart Women Love Money, Finn paves the way forward by showing you that the power of investing is the last frontier of feminism. Drawing on more than twenty years of experience as a successful wealth management adviser, Finn shares five simple and proven strategies for a woman at any stage of her life, whether starting a career, home raising children, or heading up a major corporation. Finn's Five Life-changing Rules of Investing will secure your financial future: 1. Invest in Stocks for the Long Run: Get the magic of compounding working for you, starting now. 2. Allocate your Assets: Strategize your investing to get the most of your returns. 3. Implement with Index Funds: Take advantage of "passive" investing with simple, low-cost, and diverse funds. 4. Rebalance Regularly: Sell high and buy low without much effort, to keep you on track toward your goals. 5. Keep Your Fees Low: Uncover hidden fees so you don't lose half of your wealth to Wall Street. Finn will also provide the tools you need to achieve long-term success no matter what the markets are doing or what the headlines say. So even in the face of uncertainty— such as the possible dumping of the fiduciary rule (requiring financial advisers to act in their client's best interests) by the Trump administration—Smart Women Love Money will help you protect yourself and all of your assets for your future. Whether you have \$10, \$10,000, or more, it's time to get smart about your money.*

*The Supernova Model is a client service, client acquisition, and practice management model that drives an explosive acceleration in revenue and client satisfaction by capitalizing upon the 80/20 Rule. First implemented by financial advisors at Merrill Lynch—under the leadership of author Rob Knapp—it has grown increasingly popular within the financial services industry. The Supernova Advisor skillfully outlines this proven model and reveals how it can be used to create an exceptional experience for your clients, while significantly growing your business.*

*Wealth of Wisdom*

*How to Make Your Money Grow in a Volatile Global Economy*

*Why Should I Choose You (in Seven Words Or Less)?*