



Communicating With Clients A Guide To Financial Professionals

Rachel S Tattersall



Communicating With Clients A Guide To Financial Professionals:

Communicating with Clients Charles J. Pulvino, James L. Lee, Cynthia E. Forman, 1987-01-01 **The Financial Professional's Guide to Communication** Robert L. Finder, 2012-10-18 Today financial clients are profoundly skeptical They've been burned Their consultants and advisors talk too much use too much confusing technical jargon work from too many boilerplate scripts repeat too many generic caveats and useless disclaimers Above all clients say their advisors don't listen well and don't link their own needs and views to the recommendations they present To succeed in today's radically new environment financial advisors must first transform the way they communicate In The Financial Professional's Guide to Communication one of the world's leading experts on the financial client relationship shows them how to do precisely that Drawing on his experience training elite financial professionals worldwide Bob Finder shows how to actively listen speak plainly with precision and passion and engage clients with uncommon effectiveness Finder demonstrates how to focus relentlessly on what matters most to each individual client and then deliver intensely relevant recommendations with clarity and impact in your own voice You'll learn how to bring imagination creativity and even entertainment to your presentations and conversations and use constructive criticism to keep improving with every new client meeting Using these proven techniques you can deliver truly extraordinary levels of professionalism and service gain the powerful new competitive edge you're desperately searching for and earn equally powerful rewards for yourself **The Financial Professional's Guide to Communication** Robert L. Finder, 2013 Today financial clients are profoundly skeptical They've been burned Their consultants and advisors talk too much use too much confusing technical jargon work from too many boilerplate scripts repeat too many generic caveats and useless disclaimers Above all clients say their advisors don't listen well and don't link their own needs and views to the recommendations they present To succeed in today's radically new environment financial advisors must first transform the way they communicate In The Financial Professional's Guide to Communication one of the world's leading experts on the financial client relationship shows them how to do precisely that Drawing on his experience training elite financial professionals worldwide Bob Finder shows how to actively listen speak plainly with precision and passion and engage clients with uncommon effectiveness Finder demonstrates how to focus relentlessly on what matters most to each individual client and then deliver intensely relevant recommendations with clarity and impact in your own voice You'll learn how to bring imagination creativity and even entertainment to your presentations and conversations and use constructive criticism to keep improving with every new client meeting Using these proven techniques you can deliver truly extraordinary levels of professionalism and service gain the powerful new competitive edge you're desperately searching for and earn equally powerful rewards for yourself **Communication Essentials for Financial Planners** John E. Grable, Joseph W. Goetz, 2017-02-21 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

Communication Essentials for Financial Planners John E. Grable, Joseph W. Goetz, 2017-01-30 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 *Management Accounting* ,1986 *Journal of the American Society of CLU & ChFC.* ,1986 **ABA Banking Journal** American Bankers Association,1986 **Journal of the American Society of CLU.** ,1986 **No Longer Awkward** Amy Florian,2011-04-25 This book was first published in April 2013 not 2011 Life transitions put money in motion Seventy percent of new investments and referrals result from transitions like birth death divorce dementia or serious diagnosis and retirement Thousands of financial professionals compete for this business touting their skill in investing money minimizing taxes utilizing insurance and coordinating estate planning Those who succeed in getting the business have one additional skill they understand the grief triggered by every life transition and they know what to say and do to effectively support clients through the process People look for professionals who understand their lives to give them their business This kind of training is difficult for professionals to find Most rely on what they ve picked up from others inadvertently perpetuating mistakes that hurt their clients and their business This guidebook is the definitive resource for professionals who work with clients in transition It is packed with insightful research based knowledge and practical applications that have a profound impact on clients and professionals alike Learn why there are better things to say than I m so sorry facts about dementia signs to look for and the office protocol to follow whether grief is different in men and women six common comfort phrases to avoid and what to say instead emotional differences between divorce and widowhood what to do when a client is diagnosed with serious or terminal illness what to write in condolence cards whether to send flowers and what to say at services how to deliver a life insurance benefits check and much more The knowledge in this book equips professionals to truly serve clients providing effective support in ways that others don t The added benefit serving clients well through the toughest times of life builds long term loyalty and enthusiastic referrals It is good for the client good for professionals and good for business What Others Say Amy Florian s book No Longer Awkward does one simple thing very well it helps you to respond sensitively and supportively in situations where a client is grieving Along the way she helps us understand why so many of our normal and routine responses can be so insensitive and unhelpful You will do a better job with your clients by following the suggestions in this book Bob Veres Editor of Inside Information Columnist for Financial Planning magazine Amy Florian eloquently describes the life transitions and sources of grief every client experiences Most financial professionals don t adequately understand these transitions and are ill equipped to guide clients through them Amy s prescriptions in this eminently practical reference guide teach us all what to say or not say how to respectfully honor a client s grief and how to communicate support in a professional yet personal way Learning the skills in this guide is sure to improve the quality of client relationships and the value clients assign to a firm s services David J Drucker President Sunset Financial Management Inc principal at Virtual Office News All financial advisors must deal with grieving clients Unfortunately there s never been a guide that really explains what to say what not to say and how to handle these challenging and professionally awkward situations Until now No Longer Awkward is an incredible and incredibly

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