

# CREATING EQUITY

How To Build A Hugely Successful  
Asset Management Business

John J. Bowen, Jr.

# Creating Equity How To Build A Hugely Successful Asset Management Business

**PT Brinkman**



## **Creating Equity How To Build A Hugely Successful Asset Management Business:**

**Creating Equity** John J. Bowen, 1997      *Breaking Through* John Bowen, Patricia J. Abram, Jonathan Powell, 2008 The financial services industry offers enormous opportunities for financial advisors who are determined to build highly profitable businesses while serving their clients well. Despite this potential, many advisors never achieve the kind of success they have always wanted. *Breaking Through* provides a clear road map for these financial advisors. Leveraging extensive empirical research and the authors' combined decades of experience in the financial services industry, the book presents a comprehensive set of proven business building strategies. Advisors will first learn how to build a thriving wealth management practice by focusing on the right affluent clients and next implementing a consultative process that will delight and keep those clients for life. They will then learn how to build on this foundation through systematic asset and client acquisition techniques, effective strategic alliances with other professional advisors, and sound business management principles. Engaging, informative, and thoroughly practical, *Breaking Through* will serve as a valuable guide to financial advisors seeking to take their businesses to a new and dramatically higher level of success.

*Charles Schwab* John Kador, 2002-11-22 Schwab's revolutionary approach to success in the face of adversity. Since its founding in 1973, Schwab has led the full brokerage market by stressing customer service. Today Schwab has established itself as a company with a unique identity: old-fashioned integrity meets technology-empowered financial services. Charles Schwab tells the compelling story of this organization's uncanny ability to reinvent itself around an unchanging set of core values. This book is organized into five sections, each representing a critical juncture for the company when it was forced to reinvent itself or be consumed. Along the way, Kador highlights Schwab's immutable laws, direct from the Chairman and CEO: 1. Create a cause, not a business. 2. The corporate vision is only as good as the values of its culture. 3. Welcome upheaval. In the whirlwind economic environment we currently face, Charles Schwab provides readers with valuable lessons on how businesses can survive and thrive in any situation.

*The Guide to Financial Public Relations* Larry Chambers, 1999-06-17 *The Guide to Financial Public Relations: How to Stand Out in the Midst of Competitive Clutter* focuses on writing and getting published in your target market's trade magazines, newspapers, and journals. The techniques are designed to help you stand out above the crowd by strategic use of the print media. Divided into four main sections with easy-to-follow steps aimed at showcasing your talent, it doesn't require a major expenditure of time, money, or effort. This book could be used effectively by experts in almost any field. This book will show you how to get your name and ideas in print in the right place and at the right time, deliver the most effective message, learn how to increase visibility and enhance your image as an expert in the field without hiring a public relations firm or running an expensive advertising campaign. You will realize immediate benefits with a comprehensive step-by-step public relations program. You will learn how to rise above the competition by becoming recognized as an expert in the minds of new customers, retaining existing clients or customers, and continuously reinforcing trust. You can convert clients and prospects to

new products and services shorten the sales process by learning the experts secrets of gaining referrals and to control your own public destiny by following the techniques in this book Features      **Open Innovation in the Financial Services**

Daniel Fasnacht,2009-02-11 Open innovation means gathering new ideas from sources beyond organizational boundaries It occurs when solutions to address clients needs are developed in collaboration and the resulting products and services are distributed through a flexible network of partners Daniel Fasnacht s book the first of its kind discusses open business models in the context of the financial services industry He elaborates the drivers for strategic change such as increasingly sophisticated clients or demanding shareholders among other trends including the recent global financial crisis and explains why the transition from a closed model of operation to open innovation is vital Various case studies illustrate how to integrate the client into the firm s innovation process and emphasize the importance of smart client segmentation and a holistic advisory model to serve clients around the globe Leaders must develop a set of new management practices to be able to invest in multiple strategic directions They are responsible for giving clients a remarkable experience and for creating social relationship capital based upon an open innovation culture Open Innovation in the Financial Services provides a much needed framework for helping to understand industry dynamics in banking and to make the most of organizational energy by using open innovation to sustain profitable growth The book comes at the right time and offers a new mindset for business not only for expansion strategies in general but especially during turbulent times      **Business** Perseus

Publishing,2002-08-15 A landmark in reference publishing this resource covers virtually every aspect of the world of business It contains clear concise text plus profiles of 150 countries and biographies of management pioneers Includes 150 maps and 700 illustrations      *Harvard Business School Bulletin* ,2001      **Finance Week** ,2001-05      **Commonwealth Heads of**

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goldfields soon gave Melbourne an unassailable position as the continent's richest center of commerce. The story of this contest for commercial supremacy is based on Jim Bain's own long experience in the Australian financial services industry and particularly his exposure to the competition and fierce rivalry that existed between the leading Melbourne and Sydney based banks, merchant banks, fund managers and stockbrokers. Bain focuses on the roles played by several financial institutions and key personalities over many decades.      **The Director** ,2000-08      *The Economist* ,2007

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