

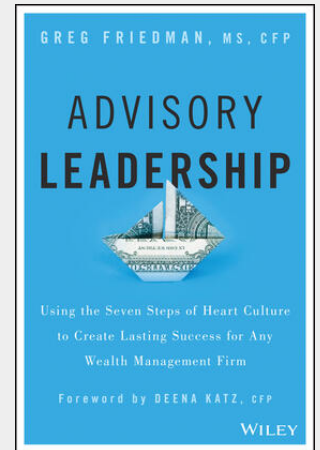
Friedman

Advisory Leadership

Using the Seven Steps of Heart Culture to Create Lasting Success for Any Wealth Management Firm

Thrive in a changing industry by putting your people first Advisory Leadership is a practical and highly executable guide for financial advisors and finance professionals looking to thrive in today's changing financial services industry. Written by a leading financial advisor with practice improvement expertise, this book shows you how to master the art of leadership while remaining agile and adaptable. You'll learn the seven steps you must take to keep pace and thrive amidst the industry's evolution, with clearly articulated explanations and motivational action items. The discussion covers patience, integrity, compassion, respect, consistency, encouragement, and courage--the foundations of success and continued growth--and shows you how to practice what you preach with real strategies for living the vision and being a true leader. The financial services industry is at a crossroads, between a generation on the cusp of retirement and the new generation stepping in to take its place. This transition has been called a crisis of culture, of values, and of communication, but it's really an opportunity. This book faces the changes head-on, and delivers practical solutions that start and end with your greatest resource--your people. * Unlock the secrets to a people-first company * Speak openly, walk the walk, and promote personal growth * Reward firm-wide collaboration and a team mentality * Reshape your company's DNA to thrive in today's financial environment The industry's overarching question is one of differentiation: how can your firm stand out amid the rise of robo-solutions and an unpredictable future? Advisory Leadership shows you how a people-focused company culture can elevate a firm from surviving to thriving.

Praise for Advisory Leadership "Greg has been and continues to be a visionary in the financial advice industry. His forward-looking approach around technology positioned him and his firm as one of the best practices in the business. Now he is focused on communicating why a positive culture will help you achieve both growth and success. This is a must read for anyone currently in a leadership role and those who aspire to be." - Suzanne Siracuse, VP/Publisher, InvestmentNews "Greg Friedman brings a unique perspective to the business of financial advice. Not only is he a successful advisor, but he is a successful business owner who has experienced most every phase in a financial advisory firm's life cycle, from birth to growth to mergers and acquisitions, while at the same time building a leading technology company. He shares his learned wisdom in his current book. You would be wise to add it to your library." -Mark Tibergien, CEO & Managing Director, Pershing Advisor Solutions "Technical competence is a given for practitioners but it will not benefit our clients if we don't maintain a viable business. Greg, a nationally respected practitioner who has 'walked the walk,' shares his extraordinary insights with us in Advisory Leadership. Think about it as a 'viable business insurance policy.' Read it, heed it, and you and your clients will be well rewarded." -Harold Evensky, Chairman, Evensky & Katz/Foldes Financial "Greg Friedman's Advisory Leadership provides meaningful information on practice management and acquisition integration, yet I was most struck by its sense of purpose. Integrating why we do what we do with how we do it was refreshing, rewarding, and exciting." -Ross Levin, CFP(r), Founding Principal and President, Accredited Investor Inc. "Greg Friedman offers what may be the best book in the financial services space on how extraordinary leadership is the key to effective management, with a step-by-step guide on how to function as an extraordinary leader." - Bob Veres, Publisher, Inside Information newsletter "If you're not already an admirer of Greg Friedman, this book should make you one. His prescriptions for a happy, successful advisory firm are based on his own experiences and behavior. You owe it to yourself to pay attention. Forget culture wars. Greg Friedman shows you-not tells you-how to build a culture of peace that will make you and your employees happy and increase your entire team's chances of business success." -James J. Green, Editor, Investment Advisor and ThinkAdvisor



31,00 €
28,97 € (zzgl. MwSt.)

Lieferfrist: bis zu 10 Tage

Artikelnummer: 9781119136088
Medium: Buch
ISBN: 978-1-119-13608-8
Verlag: Wiley
Erscheinungstermin: 05.10.2015
Sprache(n): Englisch
Auflage: 1. Auflage 2015
Produktform: Gebunden
Gewicht: 363 g
Seiten: 176
Format (B x H): 152 x 231 mm

