



# FINANCE CONSULTANT

# How To Become A Successful Financial Consultant

**R Sandford**



## How To Become A Successful Financial Consultant:

How to Become a Successful Financial Consultant Jim H. Ainsworth, 1997-02-04 Everything you need to know to succeed in today's fastest growing sector of the consulting market Jim Ainsworth is an extremely successful financial planning professional with more than 30 years in the business In How to Become a Successful Financial Consultant he tells you everything you need to know to move into financial consulting He familiarizes you with all the types of planning that financial consultants deal with as well as the various investment vehicles And based on his own experiences and those of other successful financial consultants across the nation he supplies you with a proven blueprint for success You get expert advice guidance and insiders tips on how to Get the education experience and licensing you need to qualify Get certified and whether you need to Develop a surefire success plan Set up a practice and attract clients Network market and sell your services Set fees and collect other forms of compensation for your services Avoid the 10 most common mistakes that beginners make Get the most out of meetings and professional conferences Written by Jim Ainsworth a financial planning professional with 30 years in the business this valuable guide provides professionals interested in making the move into financial consulting with everything they need to know to make a living investing other people's money Drawing on his personal experiences and those of colleagues across North America Ainsworth covers all the bases He begins by describing the three major groups of financial planners and these seven different styles of asset management and helps you to decide which is right for you You find out all about the various types of financial planning that most consultants deal with including estate planning retirement planning and family financial planning and the best investment vehicles currently available Ainsworth then cuts to the chase and provides the nuts and bolts information you need to make it as a financial adviser Writing in a down to earth style he tells you what type of education and experience you need to become an effective financial consultant how to become licensed how to get started in business how to set fees and receive compensation how to market your services and promote different financial instruments and much more He shows you how to develop a surefire success plan and he supplies expert advice and guidance on how to avoid the top 10 beginners mistakes Throughout this book Ainsworth advocates taking a holistic approach to financial planning one that takes into consideration not just people's differing needs but their contrasting attitudes about money and investments To that end he provides insightful profiles of the different types of money personalities in the financial world and shows you how to identify and successfully work with each type How to Become a Successful Financial Consultant is your complete guide to making it in today's fastest growing sector of the consulting market

The Great Kansas Bond Scandal Robert Smith Bader, 1982     **The Magazine of Wall Street and Business Analyst**, 1921     Magazine of Wall Street and Business Analyst, 1930     **Kiplinger's Personal Finance**, 2008     **The Accountant**, 1913     *101 Great Mail-order Businesses* Tyler Gregory Hicks, 2000 Bestselling author and experienced entrepreneur Tyler Hicks reveals how to make a living from home with marketing strategies resources and tips     *The Survey*, 1928     *Western Banker*, 1926

**Official Reports of the Debates of the House of Commons of the Dominion of Canada** Canada. Parliament. House of Commons,1916    **United States Investor** ,1922    **Michigan Manufacturer & Financial Record** ,1919    **The American Monthly Review of Reviews** ,1902    American Monthly Review of Reviews Albert Shaw,1902    Annual Report Smith College. President,1930    Popular Mechanics ,1914    Popular Mechanics Magazine ,1914    **The Banker-farmer** ,1922    **Modelling and Analyzing Empirically the Success of ADP Systems Use** Jouni Similä,1988  
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