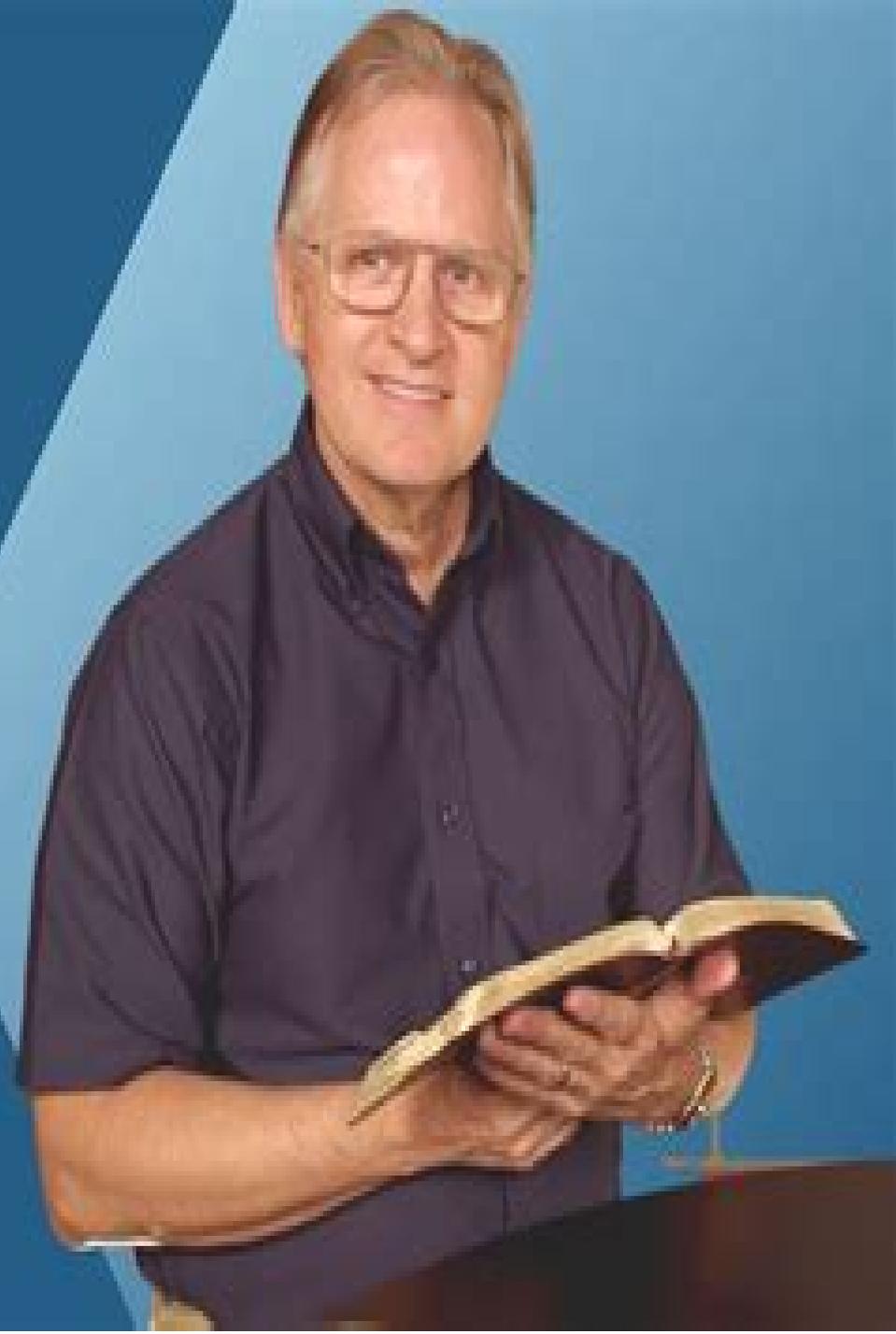


# **PART 1**

# **BIBLICALLY RESPONSIBLE INVESTING**

**WHAT IS IT & WHY DOES IT MATTER?**



# Rattiners Financial Planning Bible The Advisors Advisor

**David J. Drucker, Joel P. Bruckenstein**

## **Rattiners Financial Planning Bible The Advisors Advisor:**

Rattiner's Financial Planner's Bible Jeffrey H. Rattiner, 2002-10-10 Jeff Rattiner has found another way to help producers This book is a must have for financial advisors especially those that aspire to be Million Dollar Producers Thomas B Gau CPA CFP President and CEO of Million Dollar Producer Jeff Rattiner has done it again His book displays all the essential tools and techniques necessary for advanced planners to succeed in this business Rattiner s easy to read style provides the best in marketing and practice management ideas This book will help you if you have hit a dead end in your practice Rattiner tells it like it is by providing a no nonsense approach to truly taking your practice to the next level A must read for the serious financial advisor Jim Cannon President SunAmerica Securities Sentra Securities Corporation and Spelman Co Inc Financial planners provide a variety of services to an array of clients but lack a uniform system for creating a profitable business Rattiner s Financial Planner s Bible The Advisor s Advisor collects best practices from the nation s leading financial planners presenting a prototype turnkey model for achieving financial success for both the client and the practice Financial planning expert Jeffrey Rattiner emphasizes an ethical practical approach to financial advising placing paramount importance on doing what s best for the client Drawing on extensive interviews and his own experience Rattiner delivers can t miss tips on marketing a financial planning practice developing an infrastructure crafting strategic alliances assessing a business s profitability and creating the model twenty first century practice This authoritative guide also covers Forming a planning advisory board Establishing a realistic chain of command Delegating responsibility Making technology work for you Charging clients appropriately Running a financial planning business need not be an exercise in trial and error Rattiner s Financial Planner s Bible delivers a compelling model for advising success Getting Started as a Financial Planner Jeffrey H. Rattiner, 2010-05-21 There has never been more opportunity for financial planners or more reasons for financial professionals to consider switching the direction of their careers into this lucrative field Today s planners will cash in on the huge surge of baby boomers preparing for retirement in the decades ahead And as the number and complexity of investments rises more individuals will look to financial advisers to help manage their money In the new paperback edition of this guide Jeffrey H Rattiner a practicing financial planner and educator provides a complete systematic turnkey framework for the aspiring planner to follow Starting from the key question Why do you want to be a financial planner the author guides you through the development of an effective infrastructure and client management system for your practice The many essential concepts are clearly illustrated with examples from practicing professionals Throughout this handbook Rattiner provides personal insights on how and why a planner must develop a solid understanding of client needs before building a comprehensive financial plan Getting Started as a Financial Planner has everything one needs to know from how to set up a practice and communicate with clients to how to manage investments and market services in order to launch a career in financial planning and to attain success in this high growth profession *Rattiner's Secrets of Financial Planning* Jeffrey H. Rattiner, 2020-10-06 Learn what

it takes to be a success from the all stars of the financial planning and advisory profession Financial planning involves everything from determining the client s financial position cash flow and investment strategies to income tax planning risk management insurance and retirement and estate planning Financial planners and advisors are responsible for recommendations and decisions that help people define and achieve their financial goals Rattiner s Secrets of Financial Planning gives industry professionals the opportunity to hear and learn from the best of the best in the field Author Jeffrey H Rattiner a respected leader in Certified Financial Planning CFP shares real world insights and expert advice from hundreds of top level advisors in the financial planning industry Readers gain firsthand knowledge of the challenges these successful planners have faced and how they continue to build their practices and reap success in a dynamic financial environment This comprehensive resource includes templates based on what the best CFPs use in their practices for work programs data quantification reports asset allocation model portfolios pro forma statements and checklists for each technical financial planning discipline Designed specifically for industry professionals this in depth book Offers CFPs and financial advisors proven advice and practical methods to take their practice to the next level Includes contributions from and interviews with the leading advisors in the profession Provides templates taken from the practices of high level financial advisors Explains the key ingredients for building a superior financial planning practice Helps develop successful financial planners and strengthen profitable practices Rattiner s Secrets of Financial Planning From Running Your Practice to Optimizing Your Client s Experience is an important resource for CFPs CPAs financial advisors financial planners and high level corporate executives working in the financial services industry

*Technology Tools for Today's High-Margin Practice* David J. Drucker, Joel P. Bruckenstein, 2013-01-29 Revolutionize your financial advisory practice with the latest cutting edge tools Tired of spending more time with filing cabinets than with clients Is overhead eating up your margins In a new revised edition of the bible of practice management and technology for financial professionals two leading financial planners with some help from their friends deliver the knowledge advisors have been begging for This book serves up a nontechnical trove of technology clever workarounds and procedural efficiencies tailored to help financial advisors in private practice move toward today s virtual office The authors show you how to drastically reduce the paperwork in your office slash overhead and find anything you need in seconds using the latest software This revised edition includes new information on SaaS and cloud computing software integrations mobile devices apps social media tools portfolio accounting and outsourcing collaborative tools digital signatures workflow management marketing technology and much more Perfect for successful practices seeking greater efficiencies and healthier profit margins The authors are well known financial advisors each with more than 30 years of experience in financial services Addresses the evolution of the virtual office and its impact on advisory firms If you re looking for new systems and efficiencies to transform and streamline your private practice look no further than *Technology Tools for Today s High Margin Practice* Chapter 1 Selecting the Right CRM System Davis D Janowski Chapter 2 The Future of

Financial Planning Software Bob Curtis Chapter 3 The Future of Financial Planning Software and the New Client Advisor Relationship Linda Strachan Chapter 4 Portfolio Management Software Mike Kelly Chapter 5 Achieving Growth and Profitability with Technology Integration Jon Patullo Chapter 6 How the World Wide Web Impacts the Financial Advisor Bart Wisniowski Chapter 7 Managing Your Online Presence Marie Swift Chapter 8 Client Portals and Collaboration Bill Winterberg Chapter 9 The Cloud J D Bruce Chapter 10 Digital Signature Technology Dan Skiles Chapter 11 Innovative Software and Technologies Implemented at One of the United States Leading Advisory Firms Louis P Stanasolovich Chapter 12 Virtual Staff Sparks Growth Profitability and Scalability Jennifer Goldman Chapter 13 ROI The Holy Grail of the Technology Purchase Decision Timothy D Welsh Chapter 14 Building an Efficient Workflow Management System David L Lawrence

**Success as a Financial Advisor For Dummies** Ivan M. Illan, 2018-11-13 A must have reference for financial advisors In step by step detail Success as a Financial Advisor For Dummies covers how a current or would be financial advisor can maximize their professional success through a series of behaviors activities and specific client centric value propositions In a time when federal regulators are changing the landscape on the standard of care that financial services clients should expect from their advisors this book affords professionals insight on how they can be evolving their practices to align with the regulatory and technological trends currently underway Inside you ll find out how a financial advisor can be a true fiduciary how to compete against the growing field of robo advisors and how the passive investing trend is actually all about being an active investor Additionally you ll discover time tested advice on building and focusing on client relationships having a top advisor mindset and much more Master the seven core competencies Attract and win new business Pick the right clients Benchmark your performance Start your own firm Brimming with practical expert advice Success as a Financial Advisor For Dummies is a priceless success tool for any wannabe or experienced financial advisor

Planning a Successful Future John E. Sestina, 2016-02-24 A deeply insightful guide to goal based financial planning and wealth management Planning a Successful Future empowers advisors and clients to take control of their money and manage their income to achieve their financial goals Written by the father of fee only financial planning this book features real life stories and examples from over three decades in the industry to illustrate how financial planning works and the best way to create your strategy You ll learn how to identify and prioritize your goals and why they re important and how to get where you need to be for retirement education home ownership and more Practical exercises get you started on the right track and useful checklists keep you organized and focused along the way You ll get expert insight on risk management allocation tax reduction estate planning and more as you develop your strategy and put it into action The financial services industry undergoes frequent changes and financial planning specifically is affected to a high degree Keeping up with the latest news and distinguishing trend from legitimate methodology can itself be a fulltime job This book gives you the background you need to create a plan and make the smart choices that will help you grow and protect your wealth Create a realistic and goal

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effective long term financial plan      **The Ultimate Financial Plan** Jim Stovall, Tim Maurer, 2011-09-06 How to build a financial plan that really blends into your life The latest volume in the bestselling Ultimate series Jim Stovall and Tim Maurer's **The Ultimate Financial Plan: Balancing Your Money and Life** is a one stop comprehensive personal financial planning book exploring the intersection of money and life The Ultimate Financial Plan examines the connection between actions thoughts and feelings when it comes to all things financial The key to getting the most out of your wealth the authors argue is certainly found in the wise utilization of tools like budgets bank accounts 401 k s IRAs Roth IRAs education savings plans and real estate as well as home auto business health disability and long term care insurance but even more so in the contentment found in balancing money's influence in our lives with personal values and goals An insider's look into the recently humbled Big 3 the banks brokerage firms and insurance companies and the inner workings that often set their proprietary goals and objectives above all A critical examination of the role of various financial sales people advisors planners and consultants A guide to navigating Economic Bias a conflict of interest involving money and how it affects every financial decision we make The Ultimate Financial Plan is the application of the resources at your disposal for the purpose of living your life to the fullest and this book will show you the quickest route to getting started on the path to ultimate success      [The Smart Financial Advisor](#) Bill Martin CFA, 2017-10-25      **The Financial Advisor's Success Manual** David Leo, Craig Cmiel, 2017-12-07 Do you want to become a million dollar financial advisor boost client satisfaction and dramatically expand your business This book provides all the answers and strategies you need to do just that Complete with proven techniques expert insights and practical tips to maximize your profitability The Financial Advisor's Success Manual will show you how to break the cycle of moderate growth by teaching you how to Develop a differentiation strategy Define and implement your six core client facing processes Balance the cost of services with the value delivered Enhance client loyalty Perfect your personal marketing and sales approach You didn't start your financial services firm with a goal of modest gains So don't settle for that By implementing the methodologies and strategies in this manual you can grow your business beyond your wildest expectations all while serving your clients better      **Your Clients for Life** Mitch Anthony, Barry LaValley, Carol Anderson, 2002 The financial planning profession is undergoing a transformation from the historical approach of transactions and straight asset accumulation to an integrated financial and life planning strategy for customers Your Clients for Life The Definitive Guide to Becoming a Successful Financial Life Planner is a roadmap that financial planners can use to understand how to make the connection between financial planning and life planning Its premise is that advisors of the future will need to deal more with money as an element of a client's life that cannot be viewed alone      **The Million-dollar Financial Advisor** David J. Mullen (Jr.), 2010 The best financial advisors are well equipped to succeed regardless of market conditions Based on interviews with fifteen top advisors each doing several million dollars worth of business every year The Million Dollar Financial Advisor distills their universal success principles into thirteen distinct lessons Each is explained step by step for

immediate application by veteran and new financial professionals alike The lessons cover Building and focusing on client relationships Having a top advisor mindset Developing a long term approach Specialization Marketing And much more The book also features two complete case studies First there is the best of the best advisor whose incredible success showcases the power of all the book s principles working together in concert The second is an account of a remarkable and inspiring career turn around and demonstrates that it s never too late to reinvent oneself Brimming with practical advice from the author and expert insights from his interview subjects The Million Dollar Financial Advisor is a priceless success tool for any and all financial advisors

**The Enduring Advisory Firm** Mark C. Tibergien, Kimberly G. Dellarocca, 2016-11-03 A guide for financial advisors who are ready to embrace new opportunities The Enduring Advisory Firm is a book for the forward thinking financial advisor Financial advisement is traditionally a hands on field so few in the industry feel threatened by the shifting social and technological landscape In this book Mark Tibergien routinely named one of the most influential people in the financial services world and Kim Dellarocca make a compelling case for taking a closer look at technology and other big deal industry trends in order to move the business of financial advice into the next stage of its evolution Combining a facts based approach with case studies and examples from the field The Enduring Advisory Firm will ignite your imagination by demonstrating practical strategies for attracting clients and streamlining operations Today s smart practice managers are focusing on emerging topics like the needs and expectations of the Millennial generation mobile and interactive technologies and growth planning Responding thoughtfully to these trends with the help of this book could propel your financial advising business toward a more successful future In depth discussion of trends and forces that you can harness to reshape your financial advisement business Case studies and examples showing how to navigate the most difficult business decisions Innovative ideas for process improvement more fruitful client interactions and sustainable growth Tips and insight for attracting Millennial clients and talent by leveraging new technologies The Enduring Advisory Firm will inspire financial advisors managers and executives to branch out in ways that will lead to measurable growth With a newfound focus on the evolution of your business you might be surprised at where change takes you In addition to providing RIAs with guidelines to help them succeed all of the proceeds from this book will support the CFP Board Center for Financial Planning a national initiative to create a more diverse and financial planning profession so that every American has access to competent and ethical financial planning advice The Center brings together CFP professionals firms educators researchers and experts to address profession wide challenges in the areas of diversity and workforce development and to build an academic home that offers opportunities for conducting and publishing new research that adds to the financial planning body of knowledge Learn more at [www.CenterforFinancialPlanning.org](http://www.CenterforFinancialPlanning.org)

*The New Financial Advisor* Nick Murray, 2001 *The Financial Advisor's Blueprint for Success* Ali Arayssi, Gail Singh, 2025-04-30 The Financial Advisor s Blueprint for Success offers an in depth roadmap for professionals seeking to elevate their practice Drawing on real world case studies and contributions from top

advisors worldwide this book covers foundational principles client acquisition strategies branding and marketing techniques trust building practices advanced financial planning tools and succession planning essentials With actionable advice on prospecting storytelling data gathering and personalised client experiences readers will gain the skills needed to navigate market challenges exceed client expectations and secure long term growth This resource is designed to empower advisors at every career stage to refine their processes differentiate their services and achieve measurable results

**The New Financial Advisor** G. Scott Budge, 2008-12-03 Praise for The New Financial Advisor For those of us who are working day to day on the frontier of wealth management Scott Budge has done a remarkable job of mapping out this new territory helping families achieve life outcomes Budge s book is a valuable primer for advisors who are ready to embrace the psychological aspects of their role with families as a complement to their financial expertise Dirk Junge Chairman and CEO Pitcairn At the time when the qualitative issues of human development are becoming the dominant questions for families Scott Budge s defining of the New Financial Advisor brings to life the kind of advisor who will be most helpful to families in the years to come James Jay E Hughes author of Family Wealth Keeping It in the Family and Family The Compact Among Generations The modern financial advisory landscape is more complex than most advisors realize Successful advisors will gain a map and a compass if they take advantage of Scott Budge s many insights and words of wisdom The New Financial Advisor keeps the focus on outcomes and advisors will discover investment solutions uniquely suited for families Charlotte B Beyer founder and CEO Institute for Private Investors Scott Budge has written a wise warm and informative guide to navigating the human side of wealth management The New Financial Advisor should be on the short list of required reading for anyone who aspires to the role of Most Trusted Advisor I know I ll be consulting it often Elizabeth P Anderson CFA Beekman Wealth Advisory LLC Scott has rightly perceived that today s financial advisors can play a different role helping their clients navigate their family relationships around wealth The New Financial Advisor s theory and practices provides examples to achieve this goal Charles W Collier Senior Philanthropy Advisor Harvard University and author of Wealth in Families

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