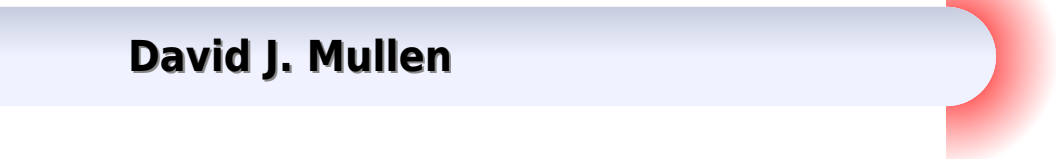


HOW TO SELL FINANCIAL SERVICES



One Hundred One Tips For Selling Financial Services

David J. Mullen



One Hundred One Tips For Selling Financial Services:

101 Tips for Selling Financial Services Linda Richardson, 1986-01-17 Written by a nationally known sales trainer this compact guide to selling financial products and services addresses 101 common situations that cause trouble for sales representatives Each trap is described in depth with specific examples that show how to turn the trap into an opportunity New sales people seasoned reps and trainers and sales managers in banking brokerage insurance and related fields who must adapt to a more aggressive marketing environment will find over a hundred guidelines and pointers for increasing productivity and specific techniques for handling objections mastering the incremental close increasing self awareness even obtaining valuable intelligence from clients and competitors *Business Practices of FDIC-insured Institutions Selling Nondeposit Investment Products* United States. Congress. House. Committee on Banking and Financial Services. Subcommittee on Capital Markets, Securities, and Government Sponsored Enterprises, 1996 **An Overview of the Credit Reporting System** United States. Congress. House. Committee on Financial Services. Subcommittee on Financial Institutions and Consumer Credit, 2015 Financial Services and General Government Appropriations for 2015 United States. Congress. House. Committee on Appropriations. Subcommittee on Financial Services and General Government, 2014 **H.R. 10--the Financial Services Modernization Act of 1999** United States. Congress. House. Committee on Banking and Financial Services, 1999 **The Million Dollar Financial Services Practice** David J. Mullen, 2013-02-13 If you re an advisor whether you need a push or not and regardless if you re new or old to the business this guide will help add instant value to your practice Using the proven method author David J Mullen Jr has taught at Merrill Lynch and is famous for in the industry The Million Dollar Financial Services Practice guides aspiring brokers on their journey toward building a lucrative financial services practice Templates scripts letters and tried and true market action plans work together to give you the skills you need to get the appointment convert prospects to clients build relationships retain clients use niche marketing successfully and increase the products and services each client uses In The Million Dollar Financial Services Practice you will gain insight into practical areas often overlooked by other industry guides including how to work in teams how to train sales associates and how to handle and overcome rejection Updated with new strategies for acquiring affluent clients the second edition of The Million Dollar Financial Services Practice includes tips on offering wealth management services using social media leveraging alumni marketing and targeting successful relators as clients to help today s financial service professionals become top producers Financial Services Industry United States. Congress. House. Committee on Energy and Commerce. Subcommittee on Telecommunications and Finance, 1991 **The Future of Money** United States. Congress. House. Committee on Banking and Financial Services. Subcommittee on Domestic and International Monetary Policy, 1995 Diversity in the financial services industry and access to capital for minority-owned businesses United States. Congress. House. Committee on Financial Services. Subcommittee on Oversight and Investigations, 2004 *The Magazine of Wall*

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