Advisor Buddies Creating Success And Building Resilience As A Solopreneur

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.

When you offer your employees a 401(k) plan, you can’t just say “good luck” and expect success. Only a generation ago, employers provided pension plans that guaranteed employees a retirement income for life. Workers had to do little more than show up for work every day to earn benefits. Today, the responsibility has shifted. Workers are more responsible for their future than ever, yet they are ill prepared for the complexity of the issues that face them. It’s no easy task to prepare for retirement while juggling today’s financial demands. American’s are worried about their retirement, and with good reason. Longevity, market risks, taxes, uncertainty with Social Security, inflation, and soaring health care costs are a real concern. The lack of retirement readiness in the United States is troublesome. Terri McGray, CFP®, AIF® founder of Longevity Capital Management LLC, draws on thirty years of retirement expertise to help employers learn how to: • Reduce financial stress in the workforce • Support retirement readiness • Inspire and motivate action • Minimize costs and expenses • Lessen the workload and mitigate liability With easy-to-follow steps, Retire Ready will help you get your employees on the path towards retirement readiness.

Explains how to achieve personal and professional goals by building close, trusting relationships with others that help facilitate creative feedback, encouragement, and long-term success.

The book provides an overview of developments in the field of entrepreneurship education, with special reference to global perspectives on innovations and best practices, as well as research in the emerging economy context. It focuses on various experiments in curriculum design, review and reform in addition to the innovative processes adopted for developing new content for entrepreneurship courses, in many cases with an assessment of their impact on students’ entrepreneurial performance. Further, it discusses the pedagogical methods introduced by teachers and trainers to enhance the effectiveness of students’ learning and their development as future entrepreneurs. It explains the various initiatives generally undertaken to broaden the scope of entrepreneurship education by extending it beyond regular students and offering it to other groups such as professionals, technicians, artisans, war veterans, and the unemployed. The book is a valuable resource for researchers and academics working in the field of entrepreneurship education as well as for trainers, consultants, mentors and policy makers.

Want to supercharge your life? Effective networking is theanswer and this book will teach you how. Professionals of all stripes and ages are told to 'get outthere' and network so they can build their careers, grow theirbusinesses and elevate their influence in the community, but theyare rarely taught the skills to do that. Most people are lost,intimidated by the idea of presenting their own personal brand, andfrustrated when it comes to networking. Despite long hours atevents and attempts to make the right connections, theyaren’t seeing their desired results. From Business Cards to Business Relationships is astart-to-finish guide that demystifies the networking process andteaches readers how to truly benefit from getting connected.Allison Graham provides an easy to follow road map that isadaptable to your personality, circumstances and growth goals. Youwill learn how to strategically decide where to go, what to do whenyou get there and what to do afterwards to turn those casualbusiness card contacts into meaningful relationships. Allison'sapproach is based on the Four Pillars of Profitable Networking:Perspective, Personal Brand, Procedures, and a Strategic Plan. This is a prescriptive, practical system based on the author'sreal-life experience of going from unconnected to connected in ashort period of time. No cheesy gimmicks or high-pressure nonsense,just the skills and knowledge that will create success for anyonewilling to do the work and follow this advice. Regardless of yourpast experience or current level of connectivity, your industry orprofession, whether you're an entrepreneur or climbing thecorporate ladder: you can accomplish whatever you want by meetingand connecting with the right people. From Business Cardsto Business Relationships gives you the tools you need tocement a positive personal brand and build your own profitablenetwork. Praise for From Business Cards to BusinessRelationships "Allison Graham can help you turn an introduction into abusiness, a dinner into a relationship, and an average practiceinto world class. I've long preached that we're in a relationshipbusiness, and this book provides the handshakes, codes, actions,and routes to master those relationships." —Alan Weiss, PhD, Author of Million DollarConsulting and The Consulting Bible "At last—a networking book that actually makes sense!Allison Graham's four pillars of networking are as simple as theyare powerful. If you are willing to follow her lead with consistentand persistent effort, you will make your mark and expand yourhorizons both personally and professionally." —Lou Heckler, Humorous Business Keynote Speaker andSpeech Coach "This book is an excellent and much-needed resource to sharewith the business community." —PJ Hartson, Business Editor, Sun Media

NOTE: NO FURTHER DISCOUNT FOR THIS PRINT PRODUCT-- OVERSTOCK SALE -- Significantly reduced list price The period after World War II saw a number of associated Marine Corps formed in the republics of China, Korea, Vietnam, the Philippines, Indonesia, and Thailand. They had been founded, with the help of foreign military aid, to fight the various conflicts to contain communist expansion in the region. Also present at various times were other Marines from the Netherlands, France, and Great Britain. The beginnings of the Cold War witnessed this proliferation of amphibious forces in Asia, in part because of the reputation the U.S. Marines had earned in the cross Pacific drive against Japan and in other postwar confrontations. This publication is about one of these, the Vietnamese Marine Corps or Thuy Quan Luc Chien (TQLC). This occasional paper provides documents on the topics of the Vietnamese Marines and the U.S. Marine Advisory Unit from this period. Marine Corps History Division Occasional Paper. Prepared by the U.S. Marine Advisory Unit, Naval Advisory Group. Compiled and edited by Charles D. Melson and Wanda J. Renfrow. Related products: Mounted Combat in Vietnam is available here: https: //bookstore.gpo.gov/products/sku/008-029-00574-3 Advice and Support: The Early Years, 1941-1960 (Paperback) is available here: https: //bookstore.gpo.gov/products/sku/008-029-00508-5 Military Communications: A Test for Technology (Paperbound) is available here: https: //bookstore.gpo.gov/products/sku/008-020-01035-9 Other products produced by the United States (U.S.) Marine Corps (USMC) can be found here: https: //bookstore.gpo.gov/agency/922 "

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Nine articles by California educators are included in this guidebook for the planning and implementation of beginning teacher support programs, with a focus on improving teacher quality and retention. An explicit relationship between the conceptual framework and the operational program increases the effectiveness of such programs. Chapters titles and authors are as follows: (1) "A Context for Analyzing State Supported New Teacher Reform Efforts in California," by Laura A Wagner; (2) "Conceptual Frameworks and Models of Assistance to New Teachers," by Mary Gendernalik Cooper; (3) "Content and Strategies for Assisting New Teachers," by Diane S. Murphy, Katherine K. Merseth, and Ann I. Morey; (4) "The Role of Experienced Educators in Assisting New Teachers," by Judith H. Shulman and Victoria L. Bernhardt; (5) "The Role of the University in New Teacher Programs," by Victoria L. Bernhardt and Judith H. Shulman; (6) "Program Administration," by Louise Bay Waters, Carlyn Cates, and Cynthia Harris; (7) "Models of New Teacher Instruction Programs"; (8) "A Policy Framework for New Teacher Support," by Douglas E. Mitchell and David Hough; and (9) "Beginning Teacher Assessment Activities and Developments in California," by Gary D. Estes, Kendyll Stansbury, and Claudia Long. Appendices include a section on resources for beginning teacher support and a list of contributors. (8 references) (LMI)

Belonging—with peers, in the classroom, or on campus—is a critical dimension of success at college. It can affect a student's degree of academic adjustment, achievement, aspirations, or even whether a student stays in school. This book explores how belonging differs based on students' social identities, such as race, gender, sexual orientation, or the conditions they encounter on campus. The 2nd Edition of College Students' Sense of Belonging explores student sub-populations and campus environments, offering readers updated information about sense of belonging, how it develops for students, and a conceptual model for helping students belong and thrive. Underpinned by theory and research and offering practical guidelines for improving educational environments and policies, this book is an important resource for higher education and student affairs professionals, scholars, and graduate students interested in students' success. New to this second edition: A refined theory of college students' sense of belonging and review of current literature in light of new and emerging theories; Expanded best practices related to fostering sense of belonging in classrooms, clubs, residence halls, and other contexts; Updated research and insights for new student populations such as youth formerly in foster care, formerly incarcerated adults, and homeless students; Coverage on a broad range of topics since the first edition of this book, including cultural navigation, academic spotting, and the "shared faith" element of belonging.

Bullish Thinking is packed with hard-hitting true stories of financial professionals who have faced the many job stressors that fill this competitive industry. In it, you'll learn how to identify particular problems and initiate the process of getting help, all while reading in-depth case studies and extensive examples that exemplify the obstacles you may face. Throughout the book, the authors take the time to introduce you to action-oriented approaches that will help you survive and thrive during even the toughest times.

Practical, Motivational and Inspirational The Modern Artist's Way: How to Build a Successful Career as a Creative in the 21st Century is a new business book by art dealer and advisor, curator, speaker and inspirational coach Bridgette Mayer. ART MBA presents a logical and action-oriented approach to building your art and creative business. Through examples and case studies as well as action steps, it will teach you how to take control of the outcomes you want to achieve in your creative business. With insights learned from the past twenty years of running a multi-million dollar business and crafting the careers of many creatives as well as building world class collections, business guru Bridgette Mayer takes us through the steps to defining what makes you happy, how to value your creative work and practice, creating a vision and a plan as well as finding people who can help you and creating a modern artist career you can be proud of. Practicing these principles and ideas daily and building on them can give you the career you have dreamed of!

With M&As in the RIA space increasing, many firms are rapidly changing hands with little to no expert guidance on how to successfully execute a merger or acquisition. In 2017, a record number of M&A deals closed in the advisor space – 168 transactions, or a 22% growth over 2016. Aside from a fifth straight year of record highs in M&A activity, the size of the acquired firms has also increased, with average acquisitions involving wealth managers exceeding $1.01 billion in assets under management. For many advisors, it only takes a handful of missteps during a merger or acquisition to jeopardize their business, but with so much unknown, advisors need a guidebook for success. A significant and often overlooked component to a successful RIA merger or acquisition is the thoughtful integration of technology. This comprehensive guide walks you through the steps of strategy, assessment, implementation, adoption and growth, all while considering how to best inspire and galvanize a firm’s most valuable asset – its people. Combining the real-life experiences of a life-long financial advisor with the expertise of a 15-year operations director and founder of a large RIA ops network, this book takes real M&A experiences of the financial services industry and offers best practices, tools and resources to help advisors make smart decisions about technology integration that elevates the firm’s goals and solidifies its future success.

The chapters in this cutting edge book comprise scholarly work on social capital in family business along with chapters written by family business owners and advisors. As the research in family business evolves, scholars are exploring the issues that are unique to the field. From the start, research has been closely tied to the real world issues faced by business families. The genesis for this book is a conference on family business and social capital in which a wide variety of issues were presented and discussed. Participants included academics, family business owners and business advisors. Topics covered in the book include social capital as it relates to governance, trust, family and business identity, communication, family councils, workÐfamily balance, and the use of advisors and continuing education to build social capital. Novel in its approach of integrating the voices of scholars, business families, and advisors, this book is an invaluable tool not only for business research and classroom use, but also for business families and their advisors.

Each week, 52 million kids take to America?s gymnasiums, playing fields, and race tracks. Many of them dream of becoming the next sports superstar. While they train for countless hours to get to the top, sacrifice and dedication are often not enough. Young athletes have no idea that a different field of competition awaits them down the road: the game of professional sports business. Without adequate preparation for this winner-takes-all industry, athletes risk derailing an otherwise promising career with a single business misstep. Combining his experience with the insights of other industry insiders, sports business consultant Ken Ungar created Ahead of the Game: What Every Athlete Needs to Know About Sports Business, a complete primer for young athletes and their families on the challenges they will face off the playing field. This practical ?how to? book walks the reader through complex sports business topics, like marketing, law, insurance, finance, and career planning, in easy-to-understand terms. Every athlete wanting to make the most of a career in professional sports need this book to stay Ahead of the Game. Distributed by:Sports Career Press11405 N. Pennsylvania Street, Ste. 115Carmel, IN 46032www.ungarstrategies.com

The Vietnamese Marines were a proud and well disciplined combat force, generally committed on short notice for independent or joint ground operations. They were the fire brigade of the Armed Forces of South Vietnam. Little has been known or written about one of the most elite combat units of the Vietnam War -- the Vietnamese Marines -- until now. This is their story and that of their American Advisors (CO VANs) who served with them; it is a book of lasting value with personal stories and photographs from the Marines who were there. While others abandoned and retreated, the

Vietnamese Marines fought and died with their U.S. Marine Advisors by their sides -- not one major Vietnamese Marine Corps unit surrendered! This is not only the story of the Advisors and the U.S. Advisory unit but also, the history of the Vietnamese Marine Corps that evolved in 1954, from a few naval commando and French riverine force units, through nineteen years of never-ending combat into a highly elite military organization; a unit fiercely proud of its accomplishments and fighting ability, a unit that symbolized the title Marines. Warriors of the Sea is the book that finally tells the true story of the Vietnamese Marines and provides an insight into the courage, leadership, dedication and tenacity of another skilled group of Marines -- the US Marine Advisors -- who lived with, advised and trained their Vietnamese counterparts. It is through them that you are shown at close quarters the action, heartbreak and humor, violence and terror of combat alone. The heat, monsoon rains, smells and sounds with the strangeness of the Orient comes alive on each page. For Marines of all eras, it is a must for your library; for the historian, hobbyist, and the military enthusiast it is a collectors item. There are rare photographs, like the French Marine Advisors; original color plates of the Marine medals, patches, flags and uniforms. Anyone interested in Vietnam and the elite forces who fought there will relish the viewing and reading about the honorable heroics of the Sea Tigers and their American Advisors."

This book is a timely and thorough review of prevention, lifestyle counseling and rehabilitation for cardiologists and all physicians and other health professionals in cardiac rehabilitation teams. The Editors have gathered over 60 experts from all parts of the globe. Each highlights the role of cardiac rehabilitation and preventative cardiology from exercise testing and training, through nutrition, smoking cessation, behavioral and social support to adapted programs for newer groups with specific demands. The book emphasizes the organizational aspects of cardiac rehabilitation, including quality assurance and economic evaluation.

#1 NEW YORK TIMES AND WALL STREET JOURNAL BESTSELLER Pay brand-new employees $2,000 to quit Make customer service the responsibility of the entire company-not just a department Focus on company culture as the #1 priority Apply research from the science of happiness to running a business Help employees grow-both personally and professionally Seek to change the world Oh, and make money too . . . Sound crazy? It's all standard operating procedure at Zappos, the online retailer that's doing over $1 billion in gross merchandise sales annually. After debuting as the highest-ranking newcomer in Fortune magazine's annual "Best Companies to Work For" list in 2009, Zappos was acquired by Amazon in a deal valued at over $1.2 billion on the day of closing. In DELIVERING HAPPINESS, Zappos CEO Tony Hsieh shares the different lessons he has learned in business and life, from starting a worm farm to running a pizza business, through LinkExchange, Zappos, and more. Fast-paced and down-to-earth, DELIVERING HAPPINESS shows how a very different kind of corporate culture is a powerful model for achieving success-and how by concentrating on the happiness of those around you, you can dramatically increase your own. To learn more about the book, go to www.deliveringhappinessbook.com.

This unique anthology collects personal stories and leadership lessons from six highly-ranked officers across all branches of service. In Breaching the Summit, six senior enlisted advisors to the joint chiefs of staff share their stories, experiences, and lessons learned from a lifetime of military service. In their own words, each tells how they got

their start, how mentors encouraged them along the way, and how they eventually became the highest-ranking enlisted member in their respective services. Their personal stories illustrate battle-tested principles of successful leadership that are applicable in all walks of life. The authors include Ken Preston, 13th Sergeant Major of the Army (retired); Mike Barrett, 17th Sergeant Major of the Marine Corps (retired); Rick West, 12th Master Chief Petty Officer of the Navy (retired); James Roy, 16th Chief Master Sergeant of the Air Force (retired); Denise Jelinski-Hall, Senior Enlisted Advisor to the National Guard Bureau (retired); and Skip Bowen, 10th Master Chief Petty Officer of the Coast Guard (retired). “Books on leadership are many, but none are as practical, clear, and proven as Breaching the Summit.” —Adm. Gary Roughead, US Navy (retired)
This guide offers helpful advice on how teachers, administrators, and career advisers in science and engineering can become better mentors to their students. It starts with the premise that a successful mentor guides students in a variety of ways: by helping them get the most from their educational experience, by introducing them to and making them comfortable with a specific disciplinary culture, and by offering assistance with the search for suitable employment. Other topics covered in the guide include career planning, time management, writing development, and responsible scientific conduct. Also included is a valuable list of bibliographical and Internet resources on mentoring and related topics.

Young teens undergo multiple changes that seem to set them apart from other students. But do middle schools actually meet their special needs? The authors describe some of the challenges and offer ways to tackle them, such as reassessing the organization of grades K-12; specifically assisting the students most in need; finding ways to prevent disciplinary problems; and helping parents understand how they can help their children learn at home.

With the passage of the Post-9/11 GI Bill in 2008, more than 1.4 million service members and their families became eligible for higher education benefits, and veterans from the wars in Iraq and Afghanistan enrolled in colleges and universities in record numbers. The first wave of research about these new student veterans focused primarily on describing their characteristics and the transition from military service to civilian life and the college campus. This new edited collection presents findings from the second wave of research about student veterans, with a focus on data-driven evidence of academic success factors, including persistence, retention, degree completion, and employment after college. An invaluable resource for educators poised to enter the next phase of supporting military-connected college students.

Established in 2006, the American Association of Blacks in Higher Education (AABHE), formerly constituted as the Black Caucus (American Association of Higher Education), has been the consistent voice of Black issues in academe. According to the stated mission, the AABHE pursues the educational and professional needs of Blacks in higher education with a focus on leadership, equity, access, achievement and other vital issues impacting students, faculty, staff, and administrators. AABHE also facilitates and provides opportunities for collaborating and networking among individuals, institutions, groups and agencies in higher education in the United States and internationally. This 2012 year will mark the beginning of the AABHE research consortium, an arm of the organization that will advance scholarly research and publications to highlight critical issues pertinent to the success and uplift of Black populations across the higher education diaspora. This book will explore important issues across multiple fields—fields represented by the scholars/members of AABHE. AABHE scholars will contribute chapters based on their disciplinary expertise. The work of Earnest Boyer as articulated in the book Faculty Priorities Reconsidered: Rewarding Multiple Forms of Scholarship will be used as the conceptual foundation to ground this important work. A particular focus on the elements of Boyer's seminal work will include chapters devoted to the Scholarship of Teaching and Learning; Scholarship of Engagement; Scholarship of Discovery; and Scholarship of Integration. This scholarly book is unique in that it provides essential insight on how not only faculty, but also administrators who are invested in insuring that the priorities of the professoriate are aligned with the mission and vision of urban postsecondary institutions. "It is easy in the tumult of our everyday lives to ignore the client's words and needs as we struggle to promote our own interests. Easy, but dangerous. . . . Operating our business in the client's interest is the pivotal element in a successful marketing strategy. Marketing, in turn, is a mandatory investment in your business. It pays dividends immediately and in the long term. It will carry you to liftoff."-Dan Richards Achieving success as a financial adviser is no longer just a matter of aggressive salesmanship backed, hopefully, by a good track record. Today's clients are highly knowledgeable about their investment options, and they aren't shy about letting you know it. They expect you to be extremely attentive to their unique financial concerns, and they are much more likely to switch advisers if they sense they are not getting the sincere commitment they feel they deserve. That's why, in today's competitive marketplace, building a successful financial services practice is all about forging long-term relationships with clients built on attentiveness, empathy, and trust. And, as expert Dan Richards explains in this groundbreaking guide to finding and keeping clients, the key to cultivating such relationships is marketing-the art and science of defining what clients really need, and then letting them know that you can satisfy those needs, now and in the future. Drawing on his extensive experience as a consultant to many of North America's most successful financial service providers, Richards arms you with proven tools and techniques for building a steady and devoted client base. From using print, broadcast, and other media to market your services, to making the initial contact, from automating the prospecting process, to performing target marketing, he outlines an array of surefire client-getting techniques. With the help of scenarios and sample dialogues, he helps you to develop and sharpen the skills needed to build lasting relationships with clients once you've gotten them. For instance, you'll learn how to become a better listener and interpreter of client concerns, as well as simple methods for systematically gathering and effectively responding to client feedback. Dan Richards also provides a complete program for seamlessly integrating the tools and techniques described into a successful client-centered practice tailored to your unique style and professional goals. Getting Clients, Keeping Clients is a complete guide to surviving and thriving in today's increasingly competitive financial services market. A complete program for building a steady and devoted client base Getting Clients, Keeping Clients In this groundbreaking guide, expert Dan Richards explains why marketing is the key to thriving in today's more competitive financial markets. He provides you with the powerful client-centered marketing know-how, tools, and techniques to connect with today's more savvy, demanding, and value-conscious clients. Praise for Getting Clients, Keeping Clients ". . . teaches advisers how to be profitable and ethical at the same time."-Investment Executive ". . . a book most independent financial advisers will want to read."-The Financial Post ". . . many ideas in the book that will help keep existing clients while generating new business."-Research

Advisor Buddies is a peer-to-peer advisory method created by Donna Weber and Melissa Mahoney. An Advisor Buddy is a business peer, and ideally a friend, who helps you grow your business by sharing guidance and perspective as well as holding you to your commitments. Advisor Buddies also influence personal growth accountability, including areas such as health, relationships, financial and outreach. What makes Advisor Buddies unique is that Buddies are peers and equals. As a result, Advisor Buddies provide value in a way that mentors and

entrepreneur organizations cannot. Success is more fun and obtainable with Advisor Buddies!
This book is everything you need to plan for your financial future and avoid paying tens of thousands of dollars to a financial advisor.A financial plan will guide you during good and bad times, ups and downs of the market, job changes, and financial setbacks. Creating a financial plan is not all about money, budgeting, and investing. It's about enabling you to live the life you truly want.As you progress through your career in medicine, you have never been taught how to prepare for a healthy financial future, leaving you vulnerable to being sold products you don't need or working so hard that you experience burnout.Physicians are the smartest people on the planet when it comes to medicine, so why not finances too? Let's change the dynamic between money and medicine and help you live your ideal life.

This is the first book to document the history of cigarette advertising on college and university campuses. From the 1920s to the 1960s, such advertisers had a strong financial grip on student media and thus a degree of financial power over colleges and universities across the nation. The tobacco industry’s strength was so great many doubted whether student newspapers and other campus media could survive without them. When the Tobacco Institute, the organization that governed the industry, decided to pull their advertising in June of 1963 nearly 2,000 student publications needed to recover up to 50 percent of their newly lost revenue. Although student newspapers are the main focus of this book, tobacco’s presence on campus permeated more than just the student paper. Cigarette brands were promoted at football games, on campus radio and through campus representatives, and promotional items were placed on campus in locations such as university stores and the student union.

So you're holding this book in your hand, wondering: Just what does this WWE Superstar know about the world of finance? Have you ever been down to your last twenty-seven dollars, out of a job, and wondering what you were going to do? If anyone needed to learn about finance, it was that person -- and he was me. I've had to learn through my own mistakes, and now you can learn from me. I break it all down for you in easy-to-understand language: Give Yourself a Pay Cut Set Your Goals Before You Start Living Within Your Means You Can't Crash-Diet -- Or Crash-Budget Good Debt vs. Bad Debt How Much Can You Spare? Keep It Simple Buy-and-Hold Doesn't Mean Buy-and-Ignore I might not work on Wall Street nor have a finance degree, but I've learned how to save, how to invest. And you too can Have More Money Now.

How can you help teens thrive now and for life? Support them as whole learners. Developing independence and responsibility. Collaborating and communicating effectively. Establishing valuable work habits. Harnessing emotions and motivation. In this insightful, culturally responsive guide, Poliner and Benson integrate these lifelong skills into daily practices through Practical applications for diverse populations in every class, advisory, team, or club The latest research on best practices from adolescent psychology, neuroscience, school climate Tools for teachers, administrators, counselors, and parents to help teens succeed now and later in school, home, workplace, and community. Teaching the Whole Teen supports adolescents and adults within the school to thrive.

Outlines basic features of successful advisor/advisee programs in all grade level schools.

Discusses how to establish a clear family vision and a sound wealth management strategy, how to create a practical investment framework, and how to set a long-term strategy to produce the desired results.

Why do so many of us believe that working harder will lead us to our goals and dreams? Working too hard often leads to burnout, poor health, strained relationships and a loss of balance and passion. Invest your time doing the things you love to do and delegate the other "stuff." Ignite your passion again. Being more successful, personally and professionally involves implementing a few good habits. Working smarter can create better results and provide balance in your life. In The Magic of Working Smarter, author Neil Wood simplifies the repeatable process that successful salespeople implement in their life. The valuable lessons in The Magic of Working Smarter will not only help you rediscover the fun and passion you once had in your career but also to become more victorious in all areas of life. "This is a must read for anyone in sales. Too often we trade our life for our business. Neil shows you how to strike a balance and start having fun again." -Mark Magnacca, President, Insight Development Group, Inc "For years I have watched Neil impact people by adding value to their lives. His book will have a lasting impact on you both personally and professionally." -George Scanlon, Retired President, John Hancock Funds