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The Million Dollar Financial Advisor

Overview. Based on interviews with fifteen top financial advisors, each doing several million dollars’ worth of business every year, this priceless tool contains universal principles to guide both veteran and new financial professionals to immediate success. The Million-Dollar Financial Advisor distills these success principles into thirteen distinct step-by-step lessons that teach readers how to build and focus on client relationships, have a top advisor mindset, develop a long-term ...

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In The Million-Dollar Financial Services Practice, author David J. Mullen, Jr., reveals how to become a top-producing financial advisor using the method he has taught at Merrill Lynch and is

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