

The Efficient Practice: Transform and Optimize Your Financial Advisory Practice for Greater Profits

David L. Lawrence

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An essential guide to tools and techniques for achieving efficiency, productivity, and profitability in financial advisory firms

As a profession, financial advisors have been very well educated on how to be a financial advisor, but the industry does a poor job of preparing financial advisors to be great business owners. This book presents the Profit-Driven Architecture, a visual way of viewing the operational structure of a financial practice. Provides a concrete way of understanding and improving the interrelationship of different parts of the operations of a financial practice firm Explains how to increase the efficiency, productivity, and profitability of the firm, recognizing the interrelationships with one another Reveals how to increase the capacity and value of the practice

Given an aging population of financial advisors and increased focus on succession planning, increasing the value of a financial practice is a key deliverable of efficiency and this book showcases the best ways to do so.



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