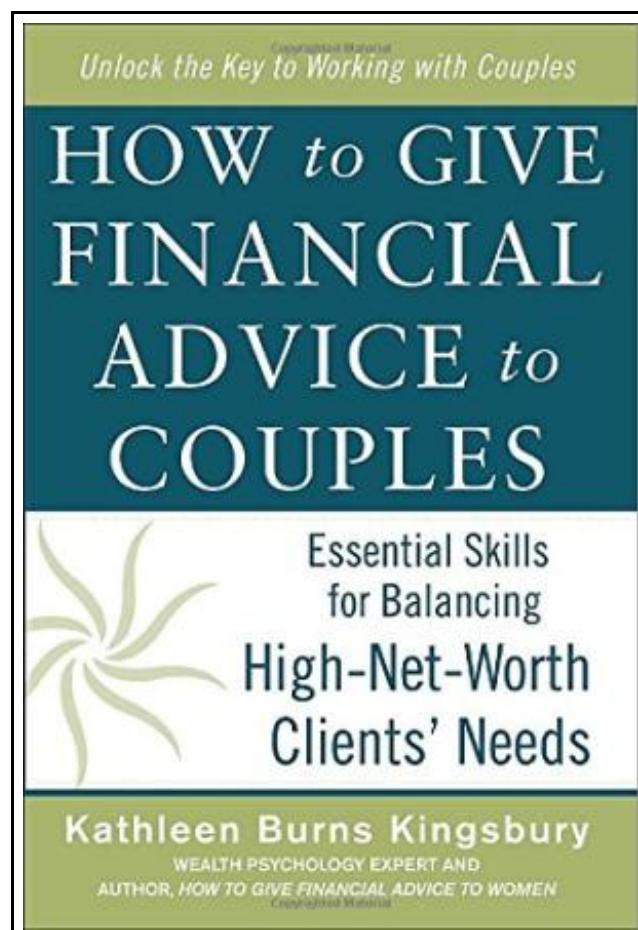


## How to Give Financial Advice to Couples: Essential Skills for Balancing High-Net-Worth Clients' Needs



Filesize: 8.54 MB

### Reviews

*The ideal book i possibly read. It is among the most remarkable pdf i have go through. I am easily could get a enjoyment of reading through a created ebook.*  
*(Elise Wehner)*

## HOW TO GIVE FINANCIAL ADVICE TO COUPLES: ESSENTIAL SKILLS FOR BALANCING HIGH-NET-WORTH CLIENTS' NEEDS

DOWNLOAD



McGraw-Hill Education - Europe. Hardback. Book Condition: new. BRAND NEW, How to Give Financial Advice to Couples: Essential Skills for Balancing High-Net-Worth Clients' Needs, Kathleen Burns Kingsbury, You can discover the secrets to attracting and retaining affluent couples. Fact: A startling 70 percent of widows fire the couple's financial advisor within one year of the death of their spouse - the main reason being that the advisor had failed to develop a trusting relationship with both partners. You can be the exception by developing the essential skills needed to be a couplefriendly advisor. And Kathleen Burns Kingsbury, a leading wealth psychology expert, shows you exactly how to develop these skills. How to Give Financial Advice to Couples teaches you how to avoid common traps like subtly siding with one member of the couple, failing to plan adequately with both partners, and sidestepping difficult financial conversations for fear of upsetting the wealth creator. A leading wealth psychology expert, Kathleen Burns Kingsbury reveals everything you need to know about the psychology of couples in order to serve them better. Along the way, she offers specific tips and techniques for managing the challenges inherent in advising traditional and nontraditional couples. Kingsbury reveals: the top myths about couples and money; the five tenets of couple dynamics and how they unfold in your office; strategies for encouraging the nondominant partner to speak up in meetings; techniques for facilitating financial conversations and mediating differences; and tips for empowering couples to raise financially intelligent children. You'll learn how to develop and articulate your couple's philosophy to establish expertise and credibility, how your couple's mindset impacts your work, and how being a couple-friendly advisor will set you apart from the competition. This one-of-a-kind handbook is the key to unlocking the secrets to attracting and retaining high-net-worth couples now and after difficult life...

- 📄 [Read How to Give Financial Advice to Couples: Essential Skills for Balancing High-Net-Worth Clients' Needs Online](#)
- 📄 [Download PDF How to Give Financial Advice to Couples: Essential Skills for Balancing High-Net-Worth Clients' Needs](#)

## You May Also Like

---



### **Goodparents.com: What Every Good Parent Should Know About the Internet (Hardback)**

Prometheus Books, United States, 2000. Hardback. Book Condition: New. 226 x 152 mm. Language: English . Brand New Book. The Internet may now be the most powerful, single source of information in the world, and...

[Read eBook »](#)

---



### **The Well-Trained Mind: A Guide to Classical Education at Home (Hardback)**

WW Norton Co, United States, 2016. Hardback. Book Condition: New. 4th Revised edition. 244 x 165 mm. Language: English . Brand New Book. The Well-Trained Mind will instruct you, step by step, on how to...

[Read eBook »](#)

---



### **Accused: My Fight for Truth, Justice and the Strength to Forgive**

BenBella Books. Hardback. Book Condition: new. BRAND NEW, Accused: My Fight for Truth, Justice and the Strength to Forgive, Tonya Craft, Mark Dagostino, This is the true story of a woman who prevailed against the...

[Read eBook »](#)

---



### **The Frog Tells Her Side of the Story: Hey God, I'm Having an Awful Vacation in Egypt Thanks to Moses! (Hardback)**

Broadman Holman Publishers, United States, 2013. Hardback. Book Condition: New. Cory Jones (illustrator). 231 x 178 mm. Language: English . Brand New Book. Oh sure, we'll all heard the story of Moses and the...

[Read eBook »](#)

---



### **Oxford Reading Tree Read with Biff, Chip, and Kipper: Phonics: Level 6: Gran's New Blue Shoes (Hardback)**

Oxford University Press, United Kingdom, 2011. Hardback. Book Condition: New. 172 x 142 mm. Language: English . Brand New Book. Read With Biff, Chip and Kipper is the UK's best-selling home reading series. It...

[Read eBook »](#)



**Oxford Reading Tree Read with Biff, Chip, and Kipper: Phonics: Level 4: The Moon Jet (Hardback)**

Oxford University Press, United Kingdom, 2011. Hardback. Book Condition: New. 172 x 142 mm. Language: English . Brand New Book. Read With Biff, Chip and Kipper is the UK's best-selling home reading series. It

[Read PDF »](#)



**Oxford Reading Tree Read with Biff, Chip, and Kipper: Phonics: Level 2: I am Kipper (Hardback)**

Oxford University Press, United Kingdom, 2011. Hardback. Book Condition: New. 172 x 144 mm. Language: English . Brand New Book. Read With Biff, Chip and Kipper is the UK's best-selling home reading series. It

[Read PDF »](#)



**Oxford Reading Tree Read with Biff, Chip, and Kipper: Phonics: Level 6: Save Pudding Wood (Hardback)**

Oxford University Press, United Kingdom, 2011. Hardback. Book Condition: New. 172 x 142 mm. Language: English . Brand New Book. Read With Biff, Chip and Kipper is the UK's best-selling home reading series. It

[Read PDF »](#)



**Online Investigations: Snapchat (Paperback)**

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. Snapchat messages. Are they really deleted? Snapchat is one of the most popular applications

[Read PDF »](#)



**Chris P. Bacon: My Life So Far.**

Hay House Inc. Hardback. Book Condition: new. BRAND NEW, Chris P. Bacon: My Life So Far., Chris P. Bacon, Len Lucero, Kristina Tracy, Welcome to the life of Chris P. Bacon, the adorable baby pig

[Read PDF »](#)