1. Record Nr. UNINA9910140618103321 Autore Wallach Lance Titolo Protecting clients from fraud, incompetence, and scams [[electronic resource] /] / Lance Wallach Hoboken, N.J., : Wiley, c2010 Pubbl/distr/stampa **ISBN** 1-119-19854-2 0-470-59392-X 1-282-55073-X 9786612550737 0-470-59391-1 Descrizione fisica 1 online resource (243 p.) Disciplina 362.88 Soggetti Fraud - Prevention Deception Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Protecting Clients from Fraud, Incompetence and Scams; Contents; Nota di contenuto Acknowledgments; Introduction; Chapter 1: Meltdown; Chapter 2: Everyone Needs a Family Office; Chapter 3: Protect Your (Retirement) Assets; Chapter 4: How Much Did You Lose Last Year?; Chapter 5: Self-Defense; Chapter 6: Asset Protection Basics; Chapter 7: Shifting the Risk Equation-Insurance Maneuvers: Chapter 8: Reevaluating Existing Insurance: Chapter 9: What Financial Advisors "Forget" to Tell Their Clients; Chapter 10: The Truth About Variable Annuities; Chapter 11: What Life Insurance Agents "Forget" to Tell Their Clients Chapter 12: What You Must Know About Life SettlementsChapter 13: What Health Insurance Agents "Forget" to Tell Their Clients; Chapter 14: College Funding Strategies and Solutions; Chapter 15: Two Alternative Investments for Financial Independence; Chapter 16: Avoiding Fraud: Small Business Case Study: Appendix A: Best of the Best Appendix: Epilogue; About the Author; About the Contributors; Index Protect your clients - and yourself - from all kinds of financial Sommario/riassunto

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financial error was made because of malice or ignorance - the end result is that you lose money. Luckily, you don't have to sit idly and take it. If you have Protecting Clients from Fraud, Incompetence and Scams, you can identify and avoid the dysfunctional sectors of the financial industry, steer clear of the fallout from the Madoff Era, and guide your clients to real, healthy, sustainable returns. This powerful bookPinpoi