

1. Record Nr.	UNINA9910813278003321
Autore	Tibergien Mark C. <1952->
Titolo	Practice made (more) perfect : transforming a financial advisory practice into a business // Mark Tibergien with Rebecca Pomeroy
Pubbl/distr/stampa	Hoboken, N.J., : Wiley, c2011
ISBN	9786613176660 9781283176668 1283176661 9781118531549 111853154X 9781118095478 1118095472
Edizione	[1st edition]
Descrizione fisica	1 online resource (337 p.)
Collana	Bloomberg financial series
Altri autori (Persone)	PomeroyRebecca <1974->
Disciplina	332.6068/1
Soggetti	Financial planners Management
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	The financial advisory business : what's next? -- Strategic business planning : defining the direction -- Managing workflow : the back office moves forward -- Building leverage and capacity -- The human capital plan : people who need people -- Creating a positive workplace : professional development -- Reading the financials : financial management -- Income, profit, cash flow : what the numbers are saying -- Managing growth : the search for solutions -- Exit, stage left.
Sommario/riassunto	A revised and expanded look at how to thrive and prosper in the financial advisory business A new and revised edition of the eye-opening, no-nonsense handbook on managing and growing a financial-advisory business, Practice Made (More) Perfect is packed with industry insight and practical ideas that every leader and manager within a financial advisory practice needs to know in order to get the most out of their business. Regardless of how little time is available or how seriously challenged a firm may be, this book contains the information that can help. The principles of sound

