QUESTION #180:
Do you know what you should do?

It's the QUESTIONS you ask...
...not the presentations you make,
that spell long-term success for clients and advisors alike.

Alan Parisse. MBA, CSP, CPAE

Questions Great Financial Advisors Ask...

The speech based on the new landmark book shows how advisors who ask the right questions, listen to the answers and use their clients' success as their measure of achievement will:

- **Dramatically boost money under management.**
- **Significantly increase average account size.**
- **Create clients for life who eagerly refer others.**

In this definitively powerful program, advisors learn to:

- **Recognize their clients' *Investment Wiring,* up close, beyond the façade.**
- **Help clients weigh risk vs. RISK!!**
- **Get clients to do what they ought to, when they are not inclined to do it.**

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Alan Parisse.

"One of the Top 21 Speakers for the 21st Century"
- *Successful Meetings Magazine*

This speech reveals the decision driving questions, straight from the industry's preeminent advisors:

- **Who do you want my client to be? You now? You later? Your heirs?**
- **How will you feel when you have to go back to work?**
- **Do you know what you should do?**

Questions Great Financial Advisors Ask...

...is about learning what it takes to advise clients, based on an in-depth understanding of their wiring, risk tolerance and vision for the future.

Ask the right questions and gain clients for life.

Can't wait for the keynote? Try a podcast!

Want an additional 180+ questions? Purchase the companion book, ***Questions Great Financial Advisors Ask...***, distributed by:

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