

11th Edition

Building a Financial Services Clientele

The Ultimate Guide to the One Card System



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OCS
One Card System®

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Thomas Griffiths



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Building a Financial Services Clientele 11th Edition O. Alfred Granum, 2011-11-29 The 11th edition of Building a Financial Services Clientele is the essential guide to mastering the One Card System Master the science and the art of financial services sales success with the book that has made the One Card System a proven winner for over 50 years This edition provides step by step instructions on how to Understand the client building philosophy Use Social Media for improved prospecting Conduct an effective fact finding interview Use Activity and Efficiency Points to Stay on Track Use the CAM System Understand the consultative sales cycle Whether you re a beginner or an established professional there is only one proven system that will bring you true success that s the One Card System and this is the book that will help you master these proven techniques **Australian Superannuation Legislation, 2012, 16th ed , The Financial Services Marketing Handbook** Evelyn Ehrlich, Duke Fanelli, 2012-02-08 The roadmap to success for financial professionals using real world examples practical how to s and a structured approach to marketing strategy and tactics that covers the basics for beginners and inspires new ideas for marketing pros The Financial Marketing Services Handbook Second Edition gives sales and marketing practitioners the practical tools and best practices they need both to improve their job performance and their retail and institutional marketing strategies The FSM Handbook guides marketing and sales professionals working in an industry characterized by cut throat competition client mistrust transformative technologies and ever changing regulation to understand the practical steps they must take to turn these threats into opportunities Providing invaluable information on how to target win and retain profitable customers the book presents an overview of the basic marketing functions segmentation positioning brand building situational analyses and tactical planning as they relate specifically to the financial services industry With up to date case studies showing what has worked and more tellingly what hasn t the book demonstrates how to effectively utilize the marketer s toolbox from advertising and public relations to social media and mobile marketing Discusses how social media Twitter Facebook blogs review sites impact branding and sales Packed with new information on landing pages email success factors and smartphone apps Demonstrates how behavioral economics affect marketing strategy Case studies and charts are fully revised and updated The financial industry is under intense pressure to improve profits retain high value clients and maintain brand equity without straining budgets The first edition has become an industry standard reference book and The Financial Services Marketing Handbook Second Edition gives sales and marketing professionals even more of the information they need to stretch value from each marketing dollar *Business Periodicals Index* ,2008 **Financial Planning for the Older Client** Dana Shilling, 2001 *Marketing Information* Hiram C. Barksdale, Jac L. Goldstucker, 1995 Site Selection ,1994 **Financial Mail** ,2000-01-07 Army-Navy-Air Force Register and Defense Times ,1924 Michigan Manufacturer and Financial Record ,1920 *Building a Financial Services Clientele* O. Alfred Granum, 2006 **Directory of Pension Funds and Their Investment Managers** ,2008

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