

A photograph of a man and a woman in a professional office environment. The woman, wearing glasses and a dark blazer, is looking towards the camera. The man, with dark hair and a beard, is looking down at a laptop screen. They are positioned in front of a whiteboard with some illegible writing and a computer monitor in the background.

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# How To Become A Successful Financial Consultant

**Ivan M. Illan**

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*How to Become a Successful Financial Consultant* Jim H. Ainsworth, 1997-02-04 Everything you need to know to succeed in today's fastest growing sector of the consulting market Jim Ainsworth is an extremely successful financial planning professional with more than 30 years in the business. In *How to Become a Successful Financial Consultant* he tells you everything you need to know to move into financial consulting. He familiarizes you with all the types of planning that financial consultants deal with as well as the various investment vehicles. And based on his own experiences and those of other successful financial consultants across the nation he supplies you with a proven blueprint for success. You get expert advice, guidance and insiders tips on how to get the education, experience and licensing you need to qualify. Get certified and whether you need to develop a surefire success plan. Set up a practice and attract clients. Network, market and sell your services. Set fees and collect other forms of compensation for your services. Avoid the 10 most common mistakes that beginners make. Get the most out of meetings and professional conferences. Written by Jim Ainsworth a financial planning professional with 30 years in the business this valuable guide provides professionals interested in making the move into financial consulting with everything they need to know to make a living investing other people's money. Drawing on his personal experiences and those of colleagues across North America Ainsworth covers all the bases. He begins by describing the three major groups of financial planners and the seven different styles of asset management and helps you to decide which is right for you. You find out all about the various types of financial planning that most consultants deal with including estate planning, retirement planning and family financial planning and the best investment vehicles currently available. Ainsworth then cuts to the chase and provides the nuts and bolts information you need to make it as a financial adviser. Writing in a down to earth style he tells you what type of education and experience you need to become an effective financial consultant, how to become licensed, how to get started in business, how to set fees and receive compensation, how to market your services and promote different financial instruments and much more. He shows you how to develop a surefire success plan and he supplies expert advice and guidance on how to avoid the top 10 beginners mistakes. Throughout this book Ainsworth advocates taking a holistic approach to financial planning one that takes into consideration not just people's differing needs but their contrasting attitudes about money and investments. To that end he provides insightful profiles of the different types of money personalities in the financial world and shows you how to identify and successfully work with each type.

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