

11th Edition

Building a Financial Services Clientele

The Ultimate Guide to the One Card System



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Managing Through the One Card System Barry Alberstein, Delia Alberstein, Granum O. Alfred, 2007-06 Managing Through the One Card System provides step by step instructions for managing one or many financial representatives using the One Card System the most successful practice management system Drawing on more than 75 years of combined management expertise noted One Card System consultants and authors Barry Alberstein and Delia Alberstein have once again collaborated with industry leader Al Granum to create the definitive text on proven management techniques for succeeding with the One Card System at the agency level

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