

<<开始个人的金融顾问实践>>

图书基本信息

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内容概要

Does your current work situation bother you? Do things beyond the ordinary, day-to-day issues of working in a business environment—such as lack of input into important company decisions and compensation—continue to frustrate you? If you're tired of working for someone else and have contemplated striking out on your own, *Starting Your Own Practice: The Independence Guide for Professional Service Providers* can help make the transition as smooth as possible. Written from the perspective of successful entrepreneur and investment advisor, Robert Fragasso, *Starting Your Own Practice* has been designed to help professionals who provide skilled personal service—especially those who already have experience as investment advisors, brokers, consultants, attorneys, and accountants, as well as insurance and real estate agents—make the right choices as they pursue their independent business endeavors. But, the principles contained here are also readily transferable to a much wider segment of the service sector, including computer programmers, architects, and healthcare professionals. Filled with in-depth insight and practical advice, *Starting Your Own Practice* begins by helping you decide if you should go into business for yourself. You'll gain a realistic look at the financial benefits and risks associated with going at it on your own—as well as take an entrepreneur's test that offers an honest assessment of whether self-employment is right for you. Once you've made the decision to move forward, *Starting Your Own Practice* will help you plan your next moves, with valuable information on structuring the marketing, management, staffing, and general operation of your business. Fragasso lays out a complete blueprint to independence that includes all of the aforementioned issues, plus guidance on: Leaving your current employer Converting existing clients or customers to your new business as well as gaining new clients and customers Finding the best ways to finance your business Protecting yourself and your business from liability and loss Choosing your business space Gaining access to federal, state, and local assistance Going into business for yourself requires careful thought and consideration, but with *Starting Your Own Practice* as your guide, you'll quickly learn how to turn the dream of owning an independent business into a reality.

作者简介：ROBERT FRAGASSO has over three decades of experience in the investment and financial planning fields. He directs the planning, management, analysis, research, and review of all client programs at The Fragasso Group, Inc. After serving in the U.S. Marine Corps and graduating from Duquesne University, he did post-graduate work in accounting, finance, and economics through Carnegie Mellon and the University of Pittsburgh, and in investments via the New York Institute of Finance. Fragasso has been a Certified Financial Planner (CFP) since 1982 and is a member of the Financial Planning Association. He is also a Certified Divorce Financial Analyst through the Institute for Divorce Financial Analysts.

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书籍目录

Preface Acknowledgments Chapter One: Is It Your Time to Move to Independence? The Financial Benefits Risk The Entrepreneurâ ™s Test Chapter Two: What Does It Mean to Be in Business For Yourself, and Who Does It Well? Time People Make the Difference Chapter Three: Creating Your Business Choosing Your Market Niche Structuring Your Business to Serve Your Market Niche Creating Your Organizational Model Chapter Four: Staffing and Compensation Filling Positions in Your Model with the Right People Your Fringe Benefit Package as a Recruitment, Retention, and Productivity Tool Fringe Benefits Summary Managing Workforce Growth Chapter Five: Leaving Your Current Employer Preparing for the D-Day Invasion Protecting Your Confidentiality Chapter Six: Choosing Your Business Space Interior Design Office Location and Image Finding the Right Building Negotiating for Space Chapter Seven: Equipment and Supplies The Rubber Band Phenomenon Chapter Eight: Financing Chapter Nine: Legal Format and Protecting Your Investment Incorporate or Not? Protecting Your Business Investment Chapter Ten: Ask What Your Government Can Do For You Federal Government State Government Local Government Other Not-for-Profit Resources Chapter Eleven: Converting Existing Clients or Customers to Your New Business Chapter Twelve: Gaining New Clients and Customersâ The Right Way â Man Must Sit in Chair with Mouth Open for Very Long Time before Roast Duck Fly inâ â Advertising Public Relations Create Your Own Public Relations through Newsletters and E-Newsletters Direct Mail Networking: The Natural Way to Gain New Clients Educational Seminars Teaching the Seminars Referrals Chapter Thirteen: Managing Your Business The Pugil Stick Effect Manage Your Business or It Will Manage You Time Management Activities Management Putting Your Goals into Action It Is as Easy as A-B-C Techniques of Activities Management Summary People Management Talk, Talk, Talk, and Talk Creating Your Organizationâ ™s Employee Structure Evaluate Results but Manage Activities Creating and Implementing Your Businessâ ™s Strategic Plan Appreciate and Validate or The Duck Sauce Factor Which Clients or Customers Do You Want? Managing Your Clients and Customers Treating Clients as People Managing during Tough Times Chapter Fourteen: Your Exit Strategy Price Who Will Buy or Receive Your Business? How to Receive Payment for Your Business Special Considerations in Selling to Family Members Retirement Planning The End of the Rainbow Appendix A: Reading List Appendix B: Newsletter and E-News Examples Index About the Author

<<开始个人的金融顾问实践>>

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