#\$14 TRILLION

Your Essential Guide to Engaging the Fernale Client



Barbara A. Kay M.A. LPC, RCC & Anthony J. Dilleonardi, RCC

Kathleen Burns Kingsbury

The \$14 Trillion Woman Anthony J. Dileonardi, Barbara A. Kay, 2009-10 A practical guide for reaching women the 1 consumer group and controllers of wealth Provides an effective process for building a productive practice with women clients and growing through referrals **Bulletin of the Atomic Scientists**, 1970-06 The Bulletin of the Atomic Scientists is the premier public resource on scientific and technological developments that impact global security Founded by Manhattan Project Scientists the Bulletin's iconic Doomsday Clock stimulates solutions for a safer world How to Give Financial Advice to Women: Attracting and Retaining High-Net Worth Female Clients Kathleen Burns Kingsbury, 2012-08-31 YOUR ONE STOP HANDBOOK FOR CONNECTING WITH AFFLUENT FEMALE INVESTORS How to Give Financial Advice to Women is full of specific and useful suggestions to help financial advisors serve female clients more effectively A great addition to any financial planner's professional bookshelf Rick Kahler CFP coauthor of Conscious Finance and The Financial Wisdom of Ebenezer Scrooge Finally a comprehensive answer to Freud's famous question What do women really want at least when it comes to financial advice A must read manual for financial advisors on how to work authentically and appreciatively with women Eleanor Blayney CFP President Directions for Women CFP Board Consumer Advocate How to Give Financial Advice to Women arrives perfectly timed for advisors seeking guidance with the changing landscape of modern financial management Addressing the dramatic rise of women in business investing and wealth Kathleen Kingsbury clearly articulates how advisors can and need to understand the perspectives of female clients Every advisor should read this book and learn these skills Jim Grubman PhD FamilyWealth Consulting About the Book During the next several decades women will inherit approximately 28 7 trillion in assets and will need good financial guidance to manage their increasing wealth The problem is that two thirds of women don't trust financial advisors Even if you are the best at what you do a female client will pass you over if you can t effectively communicate and establish a trusting relationship with her How to Give Financial Advice to Women is your one stop handbook for connecting with affluent female investors Written by a wealth psychology expert with over 20 years of experience coaching women this practical book helps you understand the wants and needs of affluent female clients and shows you how to appeal to this group of loyal investors First it breaks down the psychological fundamentals of women and wealth and then it outlines the skill set you need to effectively communicate and advise affluent women With the help of concrete action steps in no time at all you will Refine your advising style to appeal to women Be sensitive to the realities of affluent women s lives Meet the unique needs of women in a variety of life transitions Connect with women both as individuals and as part of couples Build trust actively listen and foster financial confidence Help women prepare their children to receive wealth Whether you are a male or female advisor How to Give Financial Advice to Women shows you how the industry has historically made women feel misunderstood and undervalued and gives you everything you need to buck the trend and capitalize on being female friendly This complete guide even comes with valuable

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