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The Million Dollar Financial Advisor

The best financial advisors are well equipped to succeed regardless of market conditions. Based on interviews with 15 top advisors, each doing several million dollars worth of business every year, The Million-Dollar Financial Advisor distills their universal success principles into 13 distinct lessons. Each is explained step-by-step for immediate application by veteran and new financial professionals alike.

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**Million-Dollar Financial Advisor,
The: David J. Mullen Jr ...**

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**Amazon.com: The Million-Dollar
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Overview. Based on interviews with fifteen top financial advisors, each doing several million dollars' worth of business every year, this priceless tool contains universal principles to guide both veteran and new financial professionals to immediate success. The Million-Dollar Financial Advisor distills these success principles into thirteen distinct step-by-

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step lessons that teach readers how to
build and focus on client relationships,
have a top advisor mindset, develop a
long-term ...

The Million-Dollar Financial Advisor: Powerful Lessons and ...

David J. Mullen, Jr. (Englewood, CO) is the author of The Million-Dollar Financial Advisor and The Million-Dollar Financial Services Practice. He is a 37-year industry veteran and former managing director at Merrill Lynch, where his advisor training program had a consistent success rate of twice the industry average.

Amazon.com: The Million-Dollar Financial Advisor Team ...

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The Million-Dollar Financial Advisor (Audiobook) by David ...

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professionals alike.

**The Million-Dollar Financial Advisor:
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Author David J. Mullen, Jr.—a former managing director at Merrill Lynch, whose advisor training program is famous in the industry—provides everything you need to build a million-dollar practice. It's all here: templates, scripts, letters, and Market Action Plans that will help you target your niche market and turn prospects into clients.

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Mullen is also the founding partner of Altius Learning

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(www.altiuslearning.com), a training company specializing in the financial services industry, and the author of The Million-Dollar Financial Advisor. He lives in Denver, Colorado.

Million-Dollar Financial Services Practice, The: David J ...

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About the Author. David J. Mullen, Jr.(Englewood, CO) is the author of The Million-Dollar Financial Advisor and The Million-Dollar Financial Services Practice. He is a 37-year industry veteran and former managing director at Merrill

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know nothing about this author—except that we like his book. Mr. Mullen takes a somewhat different approach from other practice management writers by using data from a number of surveys and emphasizing interviews from successful advisors. What We Learned from the Data [a] average top advisor age is 52

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The Million-Dollar Financial Advisor Audiobook | David J ...

#5 - The Million-Dollar Financial Advisor
Author: David J. Mullen Jr.

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**List of Top 10 Best Financial Advisor
Books You Should Read!** Producers

Becoming a million-dollar-a-year financial advisor is an achievement that only 1% of those who start out in the industry attain. "Top producers" don't follow a blueprint; they build their practices in different ways.

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