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this book is going to challenge you and everything you think you know about succession planning for independent advisors
succession planning is quickly becoming the cornerstone to a strategic growth strategy designed to perpetuate their business
and their income streams beyond their own lifetime while providing a multi generational service platform that attracts and
rewards younger advisors this makes succession planning one of the most if not the most important practice management tools
in this industry today as an independent financial advisor now is the time to address the question of what will happen to your
practice and your clients after you exit the building in most cases the answers are right in front of you thankfully succession
planning for financial advisors building an enduring business has arrived to transform today s practices into businesses
designed to endure and prosper and serve generations of clients learn how to create a lifestyle succession plan that can provide
a lifetime of income and benefits to the founder even as he she gradually retires on the job unlock the power of equity
management the best planning and building tool an independent advisor owns learn how to attract and retain the best of the
next generation to help you build a great business and to support your succession plans and care for your clients and their
families determine precisely when to start a formal succession plan and related continuity plan so that your business can work
for you when you need it most understand why succession planning and selling your business are completely different
strategies but how they can complement each other when used correctly 95 of independent financial service professionals are
one owner practices to the positive these practices are among the most valuable professional service models in america but
almost all advisors are assembling their practices using the wrong tools tools borrowed from historically successful but vastly
different models including wirehouses broker dealers and even osj s and branch managers revenue sharing commission
splitting and other eat what you kill compensation methods dominate the independent sector and virtually ensure that today s
independent practices if left unchanged will not survive the end of their founder s career it is time to change course and this
book provides the map and the details to help you do just that for independent practice owners and staff members advisors
who want to transition to independence as well as accountants attorneys coaches and others involved in the financial services
space there are invaluable lessons to be learned from succession planning for financial advisors written by the leading
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make real estate part of your investing strategy thinking about becoming a commercial real estate investor commercial real estate investing for dummies covers the entire process offering practical advice on negotiation and closing win win deals and maximizing profit from office buildings to shopping centers to apartment buildings it helps you pick the right properties at the right time for the right price yes there is a fun and easy way to break into commercial real estate and this is it this comprehensive handbook has it all you ll learn how to find great properties size up sellers finance your investments protect your assets and increase your property s value you ll discover the upsides and downsides of the various types of investments learn the five biggest myths of commercial real estate investment find out how to recession proof your investment portfolio and more discover how to get leads on commercial property investments determine what a property is worth find the right financing for you handle inspections and fix problems make big money in land development manage your properties or hire a pro exploit the tax advantages of commercial real estate find out what offer a seller really really wants perform due diligence before you make a deal raise capital by forming partnerships investing in commercial property can make you rich in any economy get commercial real estate for dummies and find out how

the blood moon is a story that follows the adventure of two young men who manage to get themselves into all kinds of kooky situations while pursuing some careers in the music industry originally the blood moon was called the mix scratch or the hookup a story about two wannabe entertainers who manage to get themselves into a lot of amusing situations while navigating their way through the streets of chicago but the author also wanted the story to be mysterious amusing and appealing to lovers of r b hip hop rock or rap music so he changed the title to the blood moon after reading about a mysterious blood moon that would be passing over the united states at that particular time then he developed the characters mix evolved into jimmy lacquer a communication student at a local junior college and scratch became marvin chuckles a happy go lucky sound engineering student who is one of jimmy s classmates and one of his closest friends together they form a group called mix scratch and they embark on a journey to pursue their musical careers along the way they meet michael snuggles a self proclaimed prophet of the entertainment industry and mr bee bee or boom box a mysterious little agent who takes them under his wings

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