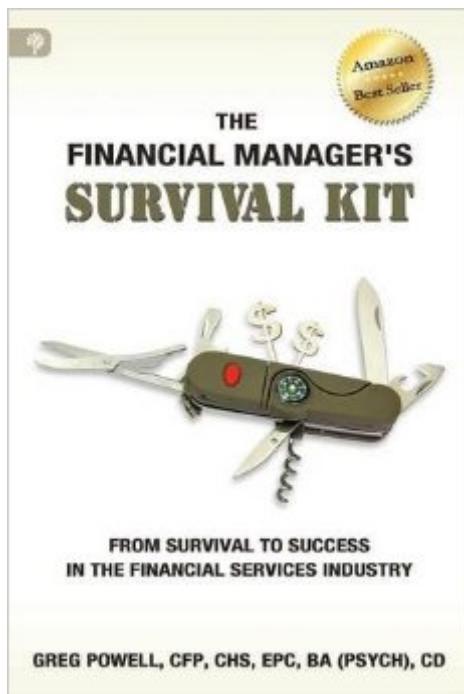


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# The Financial Manager's Survival Kit: From Survival To Success In The Financial Services Industry



## Synopsis

If you are looking for practical ways to deal with the challenges faced by financial agency managers, you've likely read dozens of management books that did not convert into concrete results. This book is written by a veteran financial services manager who has forged a practical path to success and longevity in financial sales management. This book shares what he discovered so others could reach their destination more quickly and easily. The Financial Manager's Survival Kit includes step-by-step instructions, tangible tactics to implement, practical advice, and strategies to upscale your sales organization. Greg Powell survived and ultimately thrived in the financial industry wilderness; this is your map and compass to ensure you do too!

## Book Information

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Average Customer Review: 5.0 out of 5 starsÂ  See all reviewsÂ  (1 customer review)

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## Customer Reviews

This book is hands-on, how-to help. There are many books are there that are philosophical, theoretical or motivational, but if you're looking for a book that has the nuts and bolts of 'how-to' survive and thrive as a sales manager in the financial industry, with concrete examples, this is the one to read.

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The New One Minute Manager (The One Minute Manager-updated) 22 Keys to Sales Success:

How to Make It Big in Financial Services The Project Manager's Guide to Purchasing: Contracting for Goods and Services Microsoft Win32 Developer's Reference Library - (Microsoft Developers Library Win 32 BASE SERVICES (Microsoft Win 32 - Base Services) Human Services in Contemporary America (Introduction to Human Services) What Customers Want: Using Outcome-Driven Innovation to Create Breakthrough Products and Services: Using Outcome-Driven Innovation to Create Breakthrough Products and Services Auditing & Assurance Services, 5th Edition (Auditing and Assurance Services) Auditing & Assurance Services with ACL Software Student CD-ROM with Connect (Auditing and Assurance Services) A Question Of Intent: A Great American Battle With A Deadly Industry (Great American Battle with with a Deadly Industry) Ultimate Origami for Beginners Kit: The Perfect Kit for Beginners-Everything you Need is in This Box! [Origami Book, DVD, 62 Papers, 19 Projects] Calligraphy Kit: A complete kit for beginners My First Origami Kit: [Origami Kit with Book, 60 Papers, 150 Stickers, 20 Projects] Girligami Kit: A Fresh, Fun, Fashionable Spin on Origami [Origami Kit with Book, 60 Papers, 18 Models] Mini Money Origami Kit: Make the Most of Your Dollar! [Origami Kit with Book, DVD, 40 Bills] Money Origami Kit: Make the Most of Your Dollar [Origami Kit with Book, DVD, 60 Bills, 21 Projects] Origami Studio Kit: 30 Step-by-Step Lessons with an Origami Master [Origami Kit with Book, DVD, 70 Papers, 30 Lessons] Color & Collage Origami Art Kit: [Origami Kit with Book, 98 Papers, 35 Projects]

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