The next practice in business solutions

Adviser Academy

Overview of Course

This practical hands on program addresses key functional tasks of financial planning involved with gaining and retaining clients.

Learning Outcomes

At the end of the course you will be able to:

- To effectively identify sales opportunities and implement closing techniques that successfully build long lasting client relationships.
- To identify quickly the decision making values of clients.
- To package and offer the business value proposition in a tailored way to maximise the likelihood of clients responding positively.
- To be more perceptive to sensitive client issues and respond in an empathetic manner.

Features and Benefits

- Following the training program, an ongoing coaching program is available for each individual adviser.
- The workshop enables improvement by video taping client interviews, critique from our coaches and self assessment by participants
- Proven return on investment and improvement in business results.

Audience

The course is available for Financial Advisers or anyone who is interested in a financial planning role.

Pre Requisites

This course requires participants to hold a minimum of PS 146.

Course Material

A manual with reference guides will be provided to the participants and post training feedback pack.

How to register

Send an e-mail to info@iq-eq.com.au or contact us on 1300 799 994.

Investment

Please contact iQ:eQ for program rates.

e: info@iq-eq.com.au
w: www.iq-eq.com.au
t: 1300 799 994