

Don Connelly & Richard Capalbo - The Legacy Tour 2015

How to Excel in the Securities Business



The Best of Don Connelly & Richard Capalbo Vol I.

4 CD Set: What Elite Advisors Do that Average Advisors Don't Do



CD I



Building Client Trust

How to Build a Repeatable Process

Managing Clients Versus Managing Money

Six Ways to Open Significant Accounts

CD II



How to Be Distinctly Different

How to delegate Successfully

How to Analyze Your Business

How to Optimize the Use of Wholesalers

CD III



Becoming a Great Communicator

Creating a Client Service Model

How to Market Yourself

There is More than One Right Answer

CD IV



How to Influence People

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For further information and to reserve a date for your 2015 meetings, email info@AdvisorsExcelling.com or contact Richard Capalbo at 626.484.5744 or Don Connelly at 941.346.1166