



How Coaching Can Help Financial Advisors Attract The Best Clients

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Executive coaching is a very common concept in the corporate world. Generally, it is considered to be a very positive thing. For independent financial advisors, coaching can significantly

help especially in attracting high net worth clients. But that's not all. There are still other benefits that you can enjoy from an executive coach. Here are some of them:

Understand Your Strengths and How Leverage On Them

Every business has its own strengths and weaknesses. Even for a financial advisor, there are specific things that make you better than others

in the same industry. Coaching can help you identify these strengths. It can also help you leverage on them to get ahead and expand your business. The financial services industry is brutally competitive. Any opportunity to get an edge should always be taken.

Learn How to Build More Productive Relationships

The financial services sector is about

◀ building trust. As a financial advisor, clients come to you because they believe in your expertise. They trust that you will advise them accordingly in their best interest.

Building long term and productive relationships with different types of clients is never easy. This is probably because different clients have different expectations. But coaching can help you learn simple and effective techniques that will help you in this area. After all, landing high net worth client is hard as it is. The last thing you want is to lose them for no good reason.

Social Skills

There are so many things you won't learn in a class room and social skills are some of them. Social skills are essential in communicating and interacting with people. These skills may involve a lot of things including how you dress, body language, your appearance, how you communicate and more.

Financial advisory is a relationship

The biggest fear for most investors keen on these bonds would be a worsening political climate

business. How you communicate and interact with clients determines how they perceive you. This will have a strong impact on how you convert leads or how you recruit potential clients. Coaching can help you work on your social skills and perfect them to fit the demands of the financial services industry.

Self-regulation

Running your own business is great but it also has its own challenges. Since you are your own boss, it can be hard to cultivate the inherent discipline needed to succeed without some oversight. However, coaching can help you self-regulate.

Self-regulation is basically overseeing everything you do and

making sure it's aligned with the ethos demanded in your industry. It's also about taking emotions away from your decisions and putting the interests of your clients first. This is a very important attribute to have in the financial services industry. A coach can help you achieve it.

How to Get Coaching In Financial Services

There are a number of firms that offer coaching services in the financial service industry. However, in case you are looking for a personalized approach, Stan Mann can help. Mann is an experienced business coach who helps independent financial advisors and insurance agents get more clients. He offers a comprehensive E-Learning Marketing System that features resources, tools, and support that helps you grow your business. Feel free to visit <https://www.stanmann.com/> for more info.