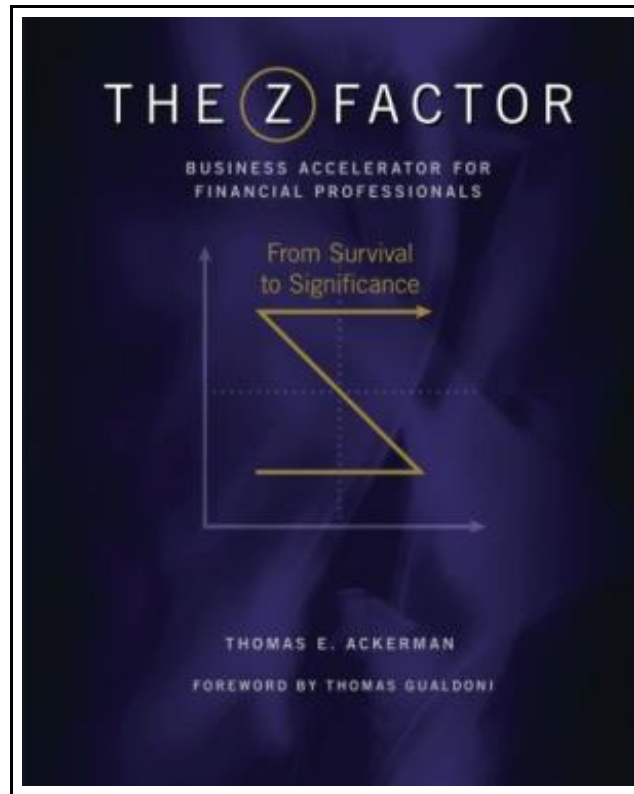


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(Kevin Bergstrom Sr.)

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Createspace, United States, 2012. Paperback. Book Condition: New. 254 x 130 mm. Language: English . Brand New Book ***** Print on Demand *****. These chaotic and turbulent financial times represent a Golden Age for Financial Professionals. Never before has so much information been available nor so much complexity related to financial decisions. There is a virtual tsunami of need in the marketplace for rock-solid, high-quality financial advice. What do you need to know and learn to prepare yourself to meet this tsunami of need? First you need to learn to think and act differently. This book is your master key to unlocking the door to your full potential and to becoming a Value Creator for your clients. ZFactor Methodology is a unique sales and performance improvement roadmap, based upon the proven success of top producers. Follow the backward Z and learn how to think and act like a top producer. Experience an innovative coaching methodology that helps reveal and release your untapped potential for success. Thomas E. Ackerman, founder and President of Pinnacle Path Group, LLC, has developed and delivered custom training, coaching, and consulting programs for financial advisors since 2004. His career spans 40 years and includes senior positions with several leading financial and investment firms. His first book, The ZFactor Sales Accelerator for Life Insurance Professionals, is an Amazon best seller in its category. It is estimated that he has delivered 3000+ presentations, speeches, and seminars in his career. His journey is yet to be completed as he continues to consult, coach, and write industry relevant books.



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