



Supernova Advisor Teams: A Pathway to Excellence

Curtis C. Brown Jr., Robert D. Knapp

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| E-Book | 978-1-119-47791-4 | March 2018 | \$22.99 |
| Hardcover | 978-1-119-47745-7 | April 2018 | \$34.95 |

DESCRIPTION

Strengthen and unify your Financial Advisor Team

Teams are the principle building blocks of the strategy of successful organizations. The focus of your organization may be on service, quality, cost, value, speed, efficiency, performance, or any other similar goals, but teams remain the central methodology of most organizations across sectors.

Vertical teams and horizontal teams can transcend organizational silos and boundaries if properly focused and supported. Building collaborative teams can improve the client experience. In *Supernova Teams: Effective Team Strategies for Financial Advisors*, you'll discover the macro rationale and justification for teams, as well as the micro benefits of team formation.

- Boost your team's effectiveness
- Discover different leadership styles
- Write winning team vision statements
- Get familiar with communication strategies

From on-boarding a new team member to finding effective ways to bolster the ones you already have, this book shows you how to turn any team into a cohesive, productive unit with like-minded goals.

ABOUT THE AUTHOR

CURTIS C. BROWN, J R. is a Practice Management consultant with Supernova Consulting. Previously, he spent 30 years with Merrill Lynch in a variety of leadership positions, including National Sales Manager, Regional Director, and Special Assistant to the Chairman and President.

ROBERT KNAPP is the architect of the Supernova model he developed with a team of financial advisors and leaders at Merrill Lynch. He created Supernova Consulting Group, LLC. with the purpose of improving the client experience worldwide. Previously, he was Managing Director of Merrill Lynch where he worked for 34 years.

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