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FAQ
Client-Centric Advice Program

GLOBAL ADVISER ALPHA

1. Why are we launching the Client-Centric Advice Program?

Globally, financial advisors are operating in a rapidly changing environment. Key issues advisors face in an increasingly disrupted market are:

- Organic growth and attracting new clients
- Systemising and automating processes
- Managing compliance and regulatory changes
- Profitability and efficiency
- Prospect to client conversion rates
- Demonstration and articulation of value
- Attracting and retaining great team members

We have been working with advice firms for a long time, and we have do it ourselves. We know what you need to be successful.

The online program is a digital version of our sold-out signature Business Transformation Program, allowing you to learn at your own pace and from your own place.

2. Why virtual?

Our in person Business transformation Program has been so successful, we wanted to offer a virtual version for advisers that are not able to get to Sydney or Melbourne.

3. Who is the Client-Centric Advice Program aimed at?

The Client-Centric Advice Program is not right for everyone. Ask yourself these questions:

- Am I highly motivated to be the very best?
- Am I open to refining my approach to building my business in order to significantly grow?
- Do I want to increase my revenue per client - and am I willing to make changes in my practice to make this happen?
- Do I want more balance in my life?
- Do I have a half day each week for the next six months to devote to transforming my practice? (You'll likely stop doing many of your current day-to-day activities, which will free up your time).
- Am I a committed learner who is comfortable learning and interacting in a range of environments, including online, on phone calls and in person?

If you answered yes to most of these questions, the Client-Centric Advice Program is right for you and will help you accelerate your success.

4. Why is the Client-Centric Advice Program different?

We have been where you are now. From founding, to building, growing and renovating to delivering M&A and developing internal succession, to listing, monetising that value and exiting.

We know what you need to do to take the next step.

- Create a business that attracts more of the right types of clients
- Create the perfect client proposition, one that is durable and future-proof
- Build seamless processes that make your business run like clockwork

5. When will I find the time?

Ah time! We're all given the same 24 hours to use each day. It's just that those who achieve their dreams use it better than the rest. It's true you will have to carve out some time to do this course. However, following the stuff I'm going to teach you right up front will create more time and space for yourself in your business. A small sacrifice now for big gains in the future.

6. How much time will I need to commit?

The more you put in, the more you get out. That said, an hour or two will get you through each chapter each month, but then you'll need to execute and implement from there. Best to take it in bite size chunks. If you allocate just one hour a week to the course you'll be flying. It's not much when you look at it that way. My advice is to lock it in. Same time every week. Just make it part of your regular routine; like cleaning your teeth.

7. Will I get overloaded?

Firstly you can work through the material at your own pace. You're not on a regular schedule with the other members of the course. You decide when to study.

8. What if I get stuck on something?

You will have direct access to me via the online members Forum. I won't let you stay stuck. I'll be on the Forum regularly each week, answering any questions and queries. Other members can also chip in with their ideas and practical solutions to the challenges you're facing. I've also got the best 'Black Book' of powerhouse contacts in the business. I can get you directly to the right people to solve your issue if you need some expert help from a specialist, in areas like marketing; compliance; operations; HR; technology; and recruitment.

9. How do I accelerate my learning curve, to create my new and exciting version of my practice?

Getting the results you're looking for means working on the right issues. Working hard is no guarantee of success. Believe me, I've tried it. Businesses that solve problems move forward. Businesses that don't stay stuck.

10. What does the Client Centric Advice Program cover?

In five chapters, 14 modules and 22 videos, you'll discover a wealth of downloadable best-practice tools such as scripts, agendas, templates, images, best practice reading.

We know what you need to take the next steps.

Participants have 24/7 access to the portal for our coaching, as well as help via Facebook and WhatsApp groups for sharing and collaboration.

By taking part, you also join a strong peer learning and networking group, offering multiple opportunities for like-minded professionals.

11. What does it cost?

The fee for the six-month program is $2,250 payable in one lump sum.

12. How can I find out more?

For further enquiries, email us at **info@globaladviseralpha.com**

13. How do I sign up?

Are you ready to provide a world-class experience to valued clients? Are you ready to build an endless stream of pre qualified prospective clients that will enable you to achieve all that's important to you? Are you ready to grow your revenue and to increase your net income? Most important of all, are you ready to build the simple and elegant wealth management business you've always wanted? Head over to **globaladviseralpha.com/programs** to get started.