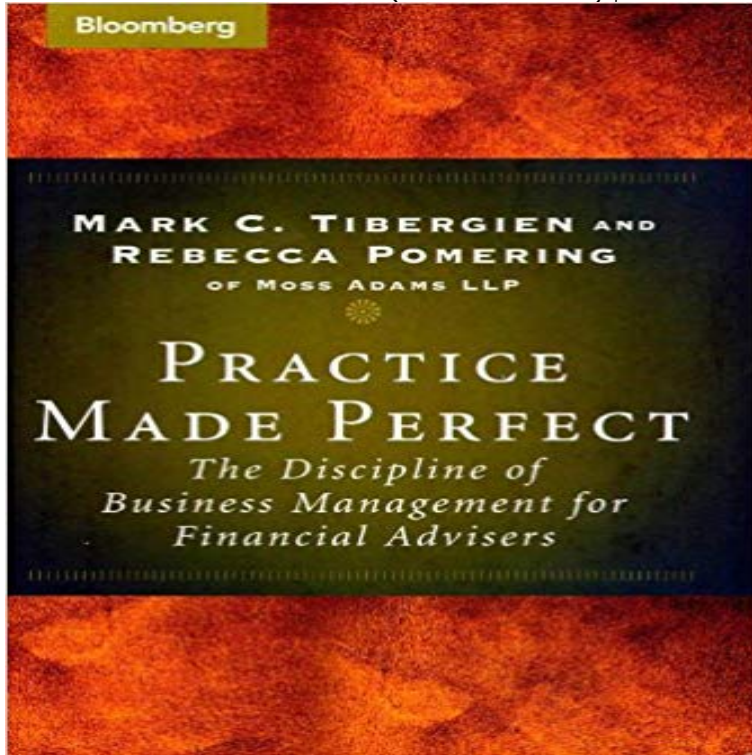


Practice Made Perfect: The Discipline of Business Management for Financial Advisers (Bloomberg Professional)



When financial advisers need guidance on running their business, they turn to Mark Tibergien, the most prominent, most respected authority and hands-on consultant on the science and practice of managing financial advisory firms. Together with Moss Adams colleague and principal Rebecca Pomeroy, they have combined their years of research and analysis to write the definitive book on the subject. The authors first identify how to assess the business and evaluate oneself as a manager. They then present strategic-thinking issues such as practice models, business plans, and differentiators in a Socratic style. This is followed by a detailed overview of critical topics, from financial management and human capital to IT and marketing encompassing the management skills, approaches, and mindsets needed for success. With management tools, worksheets, and industry statistics, Practice Made Perfect is the authoritative book from the industry expert.

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