**Sales Strategies for Financial Advisors – Table of Contents**

**The program has been divided into three sections, Sales, Marketing and Motivation.**

**There are 281 videos, 106 audios, 12 eBooks and 7 Sets of Scripts**

**What the colour coding means:**

**Videos**

**Audio**

**EBooks**

**Scripts**

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- Advantages of Selling
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- Interview with Mehdi Fakharzdeh
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- Prospecting Methods
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- Contacting Top Executives
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- Planning your Presentation
- Planning your Presentation Part 2
- Planning your Presentation Part 3
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- Interview with Top Producer Brent Walsh
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- Your Ideal Client
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- How to do Advanced Searches for Free
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- Crystal Knows
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- Thai Insurance Emotional Video
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**End of Program**