

MASTERING HIGH NET WORTH SELLING

The Critical Path

Your CRITICAL PATH to
Building a Successful
21st Century
Financial Practice

Matt Oechsli

Mastering High Net Worth Selling The Critical Path

WILLIAM. AMAYA



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Mastering High Net Worth Selling Matt Oechsli, Oechsli Institute, 2003-10-01 Creates the framework and provides the techniques and skills needed by financial professionals to successfully prospect for and close high net worth clients

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