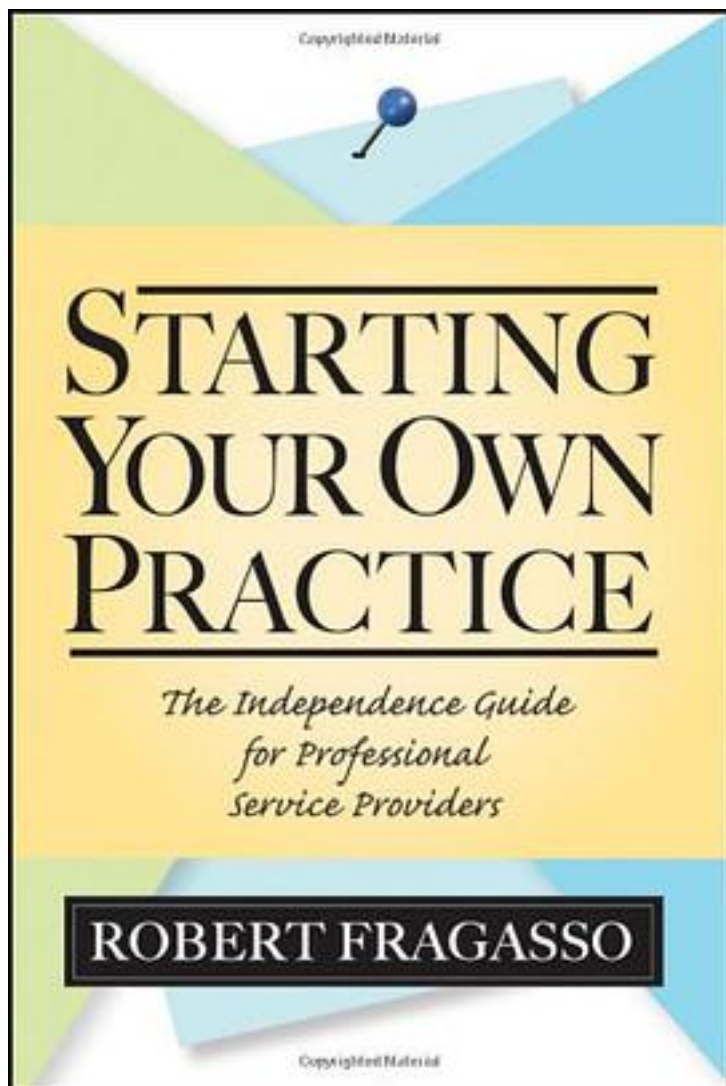


# 开始个人的金融顾问实践



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著者:Fragasso, Robert

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## Praise for STARTING YOUR OWN PRACTICE

"This book will become your blueprint for success if you decide to go down the path of going into business for yourself."--Dr. Bob Froehlich, Chairman Investor Strategy Committee, Scudder Investments

If you're tired of working for someone else and have contemplated striking out on your own, *Starting Your Own Practice: The Independence Guide for Professional Service Providers* can turn your dream of owning an independent business into a reality.

Written from the perspective of successful entrepreneur and investment advisor, Robert Fragasso, this book is designed to help professionals who provide skilled personal service--from investment advisors, brokers, consultants, attorneys, and accountants to computer programmers, healthcare professionals, and architects--make the right choices as they pursue their independent business endeavors.

Filled with in-depth insight and practical advice, *Starting Your Own Practice* lays out a complete blueprint to business independence that includes:

- Deciding whether self-employment is right for you
- How to leave your current employer
- Structuring the marketing, management, staffing, and general operation of your business
- Converting existing clients or customers to your new business as well as gaining new clients and customers
- The best ways to finance your business
- Protecting yourself and your business from liability and loss

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