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# Advisor Institute Resource Center

Strategies and insights to help advisors grow their skill sets,  
teams and practices

## FEATURED RESOURCE

### Tax Education Center

Explore a variety of topics to help your clients grow after-tax wealth

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### Chasing Positivity®

The Charismatic Advisor® in Conversation

Apply the **3 Dynamics** to your conversations to create  
motivating environments and inspire action

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## Insights

Thought leadership to help you grow your business

## Tax Forward 365® Monthly Planner

Timely actions and resources for adding year-round value

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## The After-Tax Advisor®

Provide year-round, tax-forward planning

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## Incentive Compensation Guide

Compare various types of equity compensation

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## Better First Meetings

Run more purposeful, coordinated and conclusive first meetings

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## Workbooks

Create an action plan for development and growth

S.P.A.R.C (Stimulating Powerful Referral Conversations): Ignite Valuable Referrals Through Your Thesis and Personal Brand

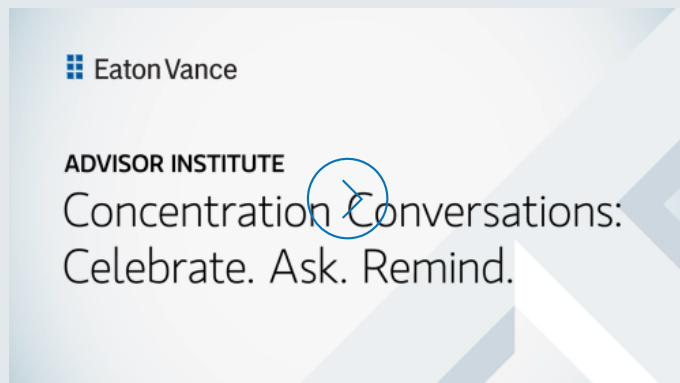
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## Videos

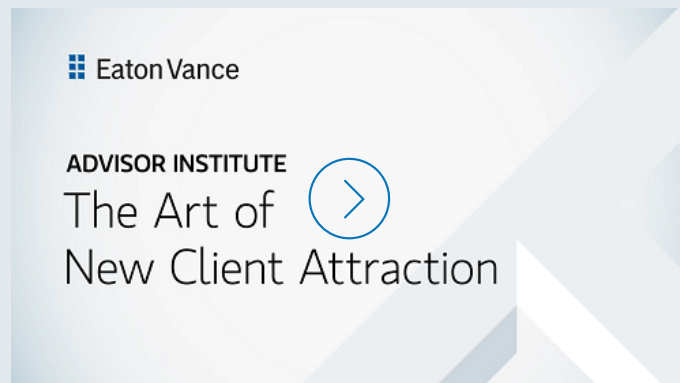
Featured perspectives from Eaton Vance Advisor Institute

## Concentration Conversations



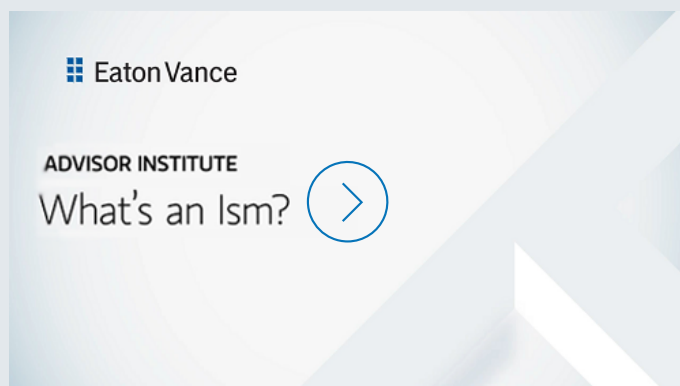
Concentration Conversations: Celebrate. Ask. Remind. (1:44)

## Attracting Clients



The Art of New Client Attraction (2:19)

## Bridge to Referrals



What's an Ism? (1:32)

## Run Better First Meetings With Wealth Inheritors



Run Better First Meetings With Wealth Inheritors (1:37)

## Coach's Corner Blog

Commentary to help you elevate the success of your practice

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[Rate Scenario Tool](#)

[Concentrated Stock  
Position Calculator](#)

[Tax-Equivalent Yield  
Calculator](#)

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Property](#)

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