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Attracting Clients

Activate a growth mindset to expand your business

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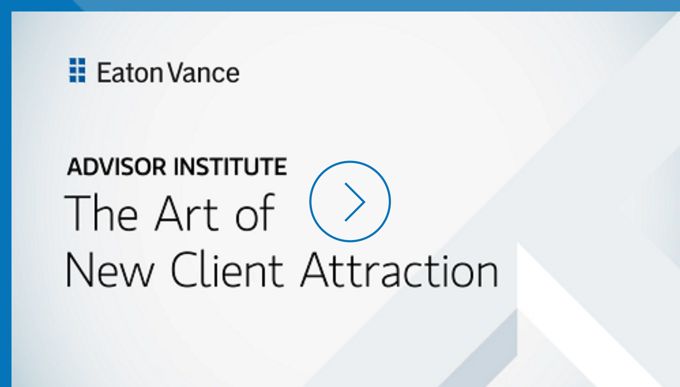
FEATURED VIDEO

The Art of New Client Attraction

Converting prospective clients into clients takes a certain mindset and a degree of artistry in four dimensions of conversation. (2:19)



AUDIOS

The 4 Dimensions of New Client Attraction

Make First Encounters Count

Generate More Meetings

Run Better First Meetings

Capture Referable Moments

Insights

Thought leadership to help you grow your business

A Lifetime of Saturdays

Approaches to the "soft side" of a retirement conversation

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Better First Meetings

Run more purposeful, coordinated and conclusive first meetings

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Coach's Corner Blog

Commentary to help you elevate the success of your practice

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Cocktail Parties, Concentrated Positions and the CAR Framework

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Publication details: Tuesday, March 5, 2024 10:49 AM

Page ID: 40524 - https://www.eatonvance.com/attracting-clients.php