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# **Attracting Clients**

Activate a growth mindset to expand your business

#### **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)

ina Clients

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The Art of New Client Attraction

**AUDIOS** 

### The 4 Dimensions of New Client Attraction

#### Make First Encounters Count

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Attracting Clients

Make First Encounters Count

#### **Run Better First Meetings**

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Run Better First Meetings

#### **Generate More Meetings**

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Generate More Meetings

#### Capture Referable Moments

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Capture Referable Moments



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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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Commentary to help you elevate the success of your practice

LATEST ATTRACTING CLIENTS BLOG POSTS

After-Tax Advisor | Attracting Clients

Talking Taxes: Deferring Taxes With Tax-Loss Harvesting

By: Eaton Vance | December 5, 2024

**READ MORE** 

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Attracting Clients | Bridge to Referrals

The Weeks Ahead—The Ultimate Crescendo of Referable Moments

By: David Richman | November 19, 2024

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