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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)

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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

## Generate More Meetings


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### Attracting Clients

Generate More Meetings

## Run Better First Meetings


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### Attracting Clients

Run Better First 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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# Coach's Corner Blog

Commentary to help you elevate the success of your practice

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Attracting Clients | [Bridge to Referrals](#)  
[Mine The BEAT to Help Make First Encounters Count](#)

By: [David Richman](#) | April 18, 2024

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

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