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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 Eaton Vance ADVISOR INSTITUTE Attracting Clients Make First Encounters Count

#### Run Better First Meetings

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ADVISOR INSTITUTE Attracting Clients

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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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

LATEST ATTRACTING CLIENTS BLOG POSTS

**Attracting Clients** 

Turn First Encounters into Follow-Up Phone

By: David Richman | May 16, 2024

**READ MORE** 

**Attracting Clients** 

Prospecting Calls: Reframe Your Mindset on the Purpose

By: David Richman | May 8, 2024

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