



PROTECTION ATTENTION COORDINATION TRANSPARENCY

The Advisor PACT **Monthly SessionTM**

August 20, 2019

Hosted by Mark Little

How much benefit do you want from **today's** session?



**Are you ready to be here
and **no place else?****

- Max Dixon

To have the best experience today...

- ✓ Turn everything **else** off.
- ✓ For the next hour, don't check **emails**
- ✓ Close all **browsers**
- ✓ Turn off your **Phone**
- ✓ Multi-tasking **isn't** a thing (focus is the thing)

Have You Considered...

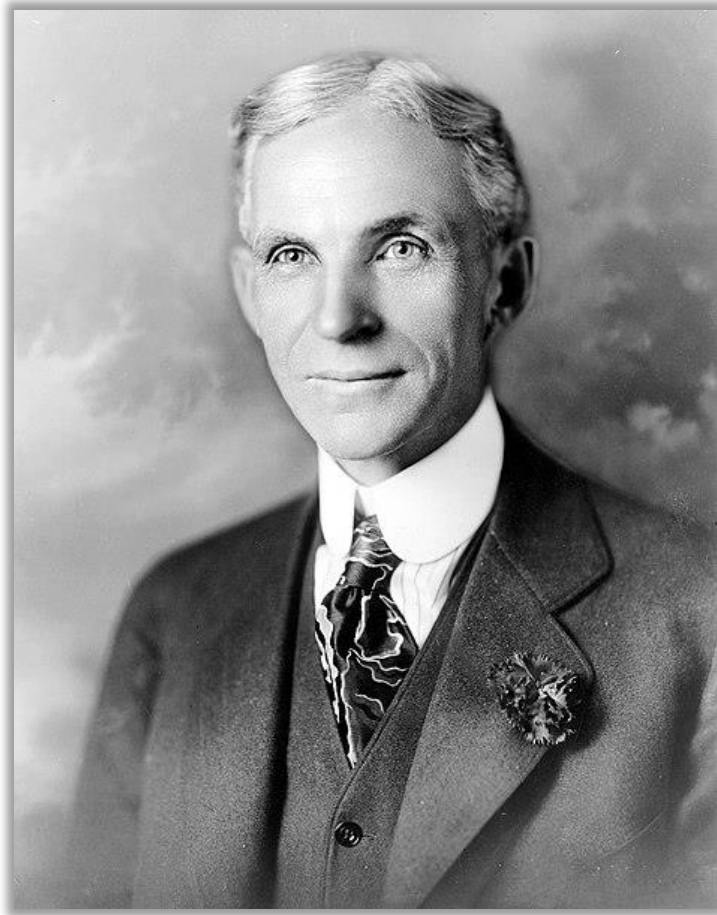
Something discussed today might just be a **game-changer for your business?
You might miss it... **if you're not focused.****



The Mark of Mastery™

FOR FINANCIAL ADVISORS

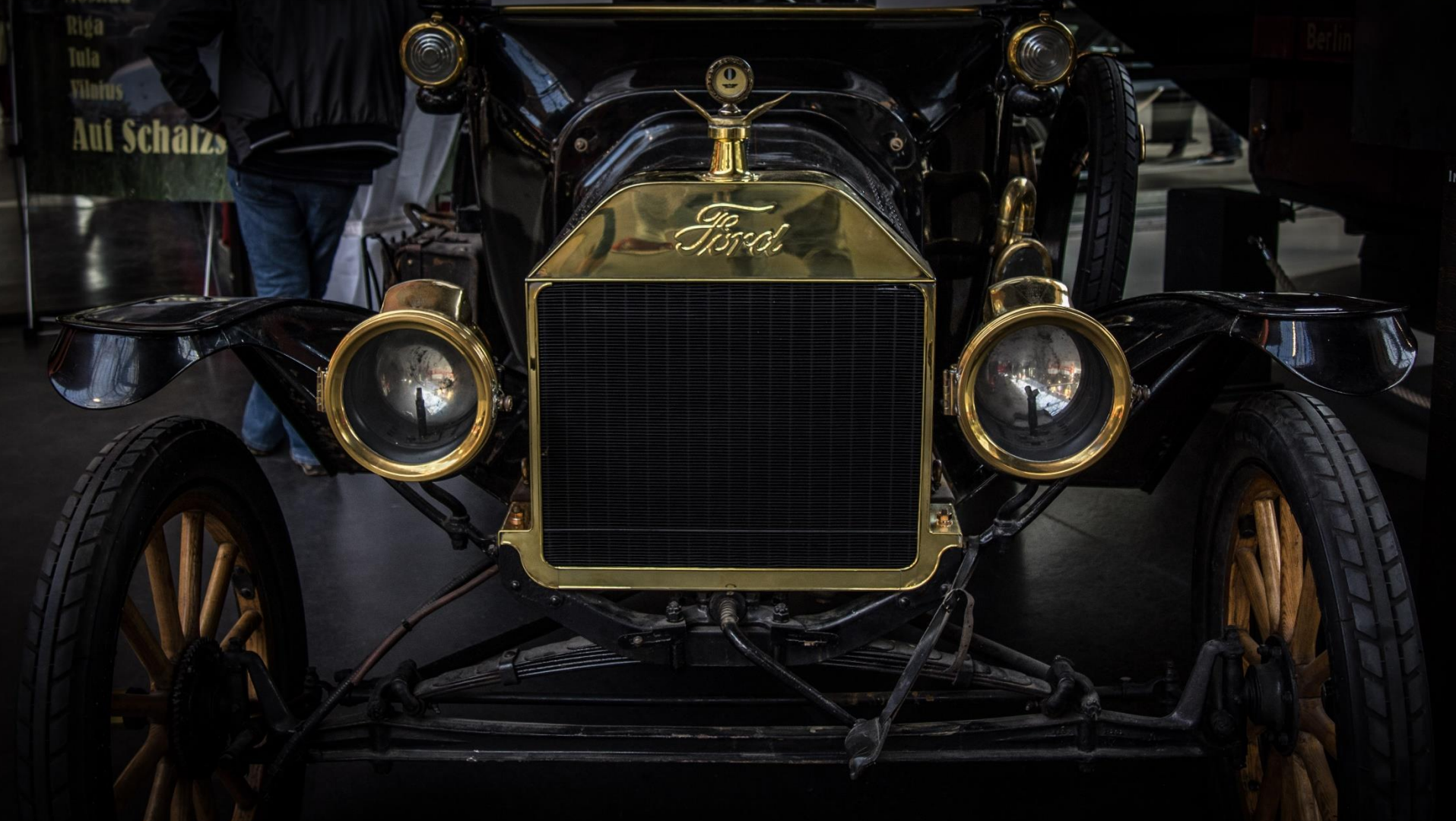
Heaven Forbid You're Special



August 20, 2019

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ADVISOR | **PACT**



Riga
Tula
Vilnius
Auf Schatz

Berlin





2549

2549

Gategourmet

a gategroup member



The System

An aerial view of a massive flock of white sheep filling a city street. The sheep are densely packed, moving from the top left towards the bottom right. In the upper right, a silver car is partially visible behind the sheep. A person wearing a green hat and a blue jacket is seen in the bottom right corner, seemingly herding the sheep. The street is flanked by green trees and foliage. A semi-transparent dark rectangle is overlaid on the right side of the image, containing the text.

I Hated Grade School





The System Wasn't Designed For me



**What
Would You
Do?**

1. No Conflicts

2. Pays Attention

3.

**Coordinates
Everything**

4. Truth in Fees

A crystal ball sits on a patch of green grass. The crystal ball's surface is highly reflective, showing a distorted, inverted image of a lush green forest. The reflection includes tall trees, a body of water, and a bright sky with clouds. The text "I'm Seen" is superimposed over the center of the image in a large, white, sans-serif font with a red outline.

I'm Seen



Who Knew?



Nobody Is Average

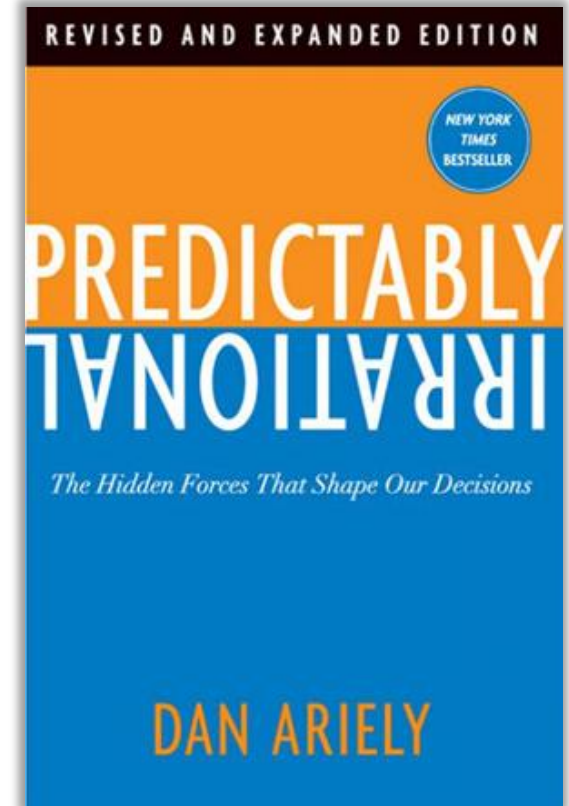


Indispensable



PREDICTABLY LAST MONTH: IRRATIONAL

Dan Ariely





August 20, 2019

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**Placebos
work
for me**

Why Placebos work



Harvard Health Publishing
HARVARD MEDICAL SCHOOL

Trusted advice for a healthier life

[Pay My Bill »](#)

HEART
HEALTH

MIND &
MOOD

PAIN

STAYING
HEALTHY

CANCER

DISEASES &
CONDITIONS

Harvard Men's Health Watch

The power of the placebo effect

Treating yourself with your mind is possible, but there is more to the placebo effect than positive thinking.

Updated: August 9, 2019 Published: May, 2017

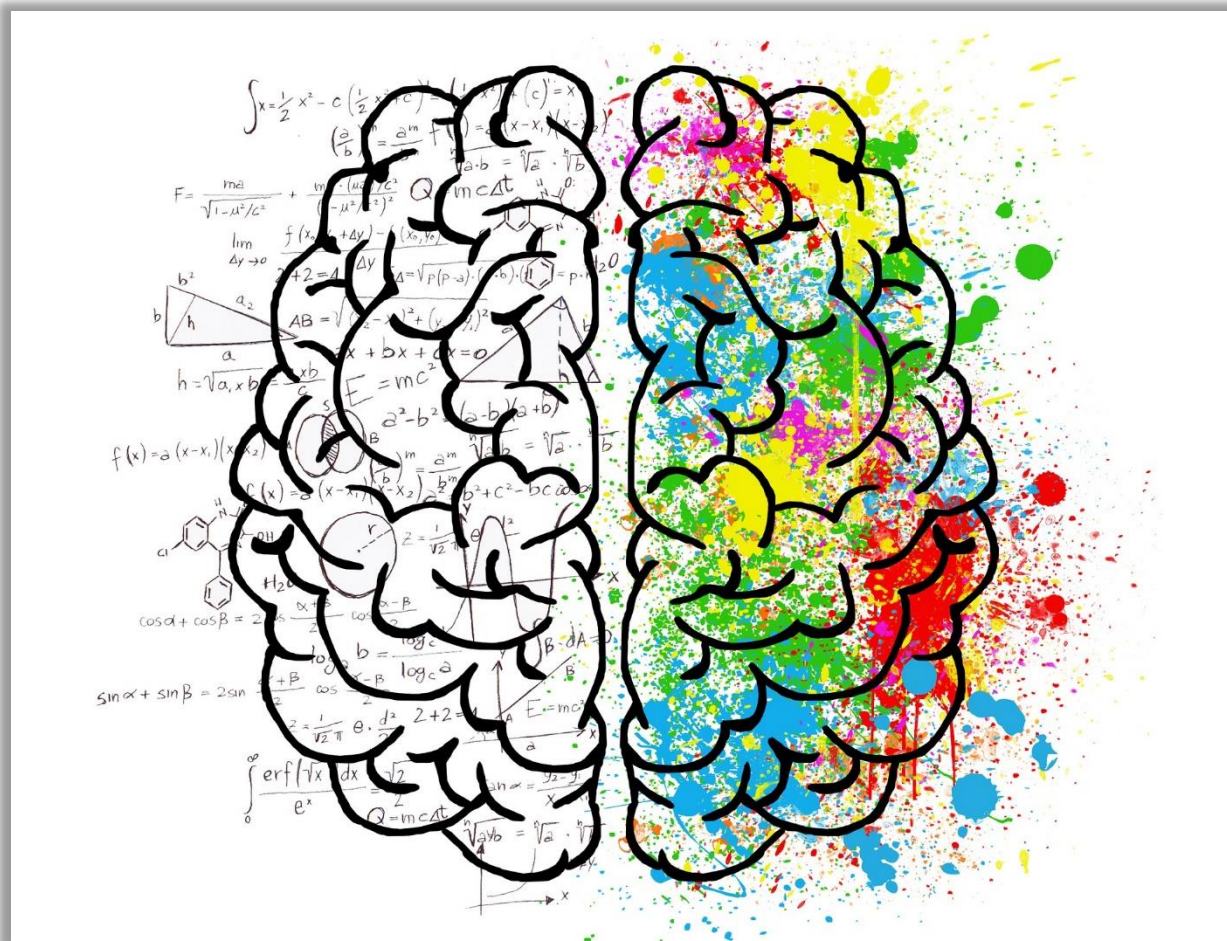
Your mind can be a powerful healing tool when given the chance. The idea that your brain can convince your body a fake treatment is the real thing — the so-called placebo effect — and thus stimulate healing has been around for millennia. Now science has found that under the right circumstances, a placebo can be just as effective as traditional treatments.

"The placebo effect is more than positive thinking — believing a treatment or procedure will work. It's about creating a stronger connection between the brain and body and how they work together," says Professor Ted Kaptchuk of Harvard-affiliated Beth Israel Deaconess Medical Center, whose research focuses on the placebo effect.





The Placebo Effect



Harness The Placebo Effect



Consistency



The Ethics

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Advisor PACT™ Monthly

"Contact Us" link
is found on
every page in
our system



Increasing your
success in
The Advisor P.A.C.T.
Monthly Program™

The Advisor P.A.C.T. Monthly Program Overview

Bird's Eye View over the entire program exclusively for members of The Advisor P.A.C.T. Monthly Program™. The program creator provides an insightful overview focusing on the big picture.

If you're a new member or a veteran member who simply wants to maintain momentum Mark lays out his best recommendations as well as a simple 5-Point action plan for success with this program.

IMPORTANT NOTE: If you're new to our system, after registering **check your spam folder just in case your webinar confirmation goes there**

Mark Little

SCHEDULE

➤ Tuesday, 19 June 2018, at 8:00 AM

➤ Tuesday, 19 June 2018, at 10:00 AM

Next event starts in...

00 : 02 : 00 : 19

REGISTER NOW

Register at
www.AdvisorPACTpledge.com

The 1st Fifteen Modules

The Monthly Project™



The Essential Concepts Of Advisor PACT

In this 9-part audio series, Mark McKenna Little and Ian F. Hood reveal a profoundly different perspective on 9 essential topics including: client acquisition, client retention, what clients really want from "The Client Experience" and how to align your business with what you and your clients really care about.

[Read more...](#)



Vision and Goals | For Financial Advisors

Create a vision of your ideal future so compelling that you'll do whatever it takes to achieve your goals. Learn and develop disciplines to help you succeed in actualizing your vision.

[Read more...](#)



Annual Recurring Revenue Exercise

Develop a specialized list of existing and potential clients that will guide you step-by-step through building your Ideal Client Community.

[Read more...](#)



Potential Client Interaction Time

Learn why the most important number to track is the amount of time you spend interacting with potential clients, and begin tracking your PCI Time immediately.

[Read more...](#)



The Role of the Administrative Manager

Your Administrative Manager is not an administrative support person—they are the Project Leader.

[Read more...](#)



Hiring an Extraordinary Administrative Manager

Master the ten steps to hiring an extraordinary Administrative Manager who will serve as a Project Leader for your business.

[Read more...](#)



The Deliverables Team Recruitment Process

Acquire your next Deliverables Team member in 12 simple steps.

[Read more...](#)



Evaluating Your Deliverables Team

Learn the process for evaluating each of your direct reports every 4 months in an effort to improve your client experience.

[Read more...](#)



The Ten Client Deliverables, Course 1 of 2

When you provide The Ten Client Deliverables to your clients, you are providing Truly Comprehensive Financial Services.

[Read more...](#)



The Ten Client Deliverables, Course 2 of 2

When you provide The Ten Client Deliverables to your clients, you are providing Truly Comprehensive Financial Services.

[Read more...](#)



The First 104 Days of a New Client Relationship

Learn how to get off on the right foot with every new Ideal Client relationship, and what you and your team should be doing during the first 104 days.

[Read more...](#)



Setting Your Compensation

A new model for delivering financial services requires a new method of compensation. Learn how you'll get paid, and what you'll get paid to do under this new model.

[Read more...](#)



The Hero's Journey

What do you have in common with Obi-Wan Kenobi? In this course, Mark walks you through how your path to becoming indispensable mirrors the classic Hero's Journey story structure.

[Read more...](#)



The Extraordinary Client Experience

While the entire Advisor P.A.C.T.™ Monthly program is designed to help you deliver an extraordinary client experience, this module will dive into some simple ways you can start moving in that direction right away.

[Read more...](#)



The Annual Referral Rate and Referability Dashboard

By exceeding client expectations, you can increase the quantity and quality of referrals you receive.

[Read more...](#)

The Trusted Advisor Toolkit Fast Track

August 20, 2019

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ADVISOR PACT



The Ideal Advisor Profile for The Advisor P.A.C.T. Monthly Program™

This program is best suited for a financial advisor who,

- ✓ Likes the idea of doing a "whole lot more" for a "whole lot fewer" Ideal Clients who pay significantly higher compensation for the unprecedented level of services provided.
- ✓ Is committed to implementing Truly Comprehensive Financial Services™ at some point in the future, and as quickly as possible.
- ✓ Recognizes the wisdom of delivering Comprehensive Financial Services through a skilled team of Subject Matter Experts (Tax, financial planning, tax, estate planning, & insurance)... rather than serving as a one-man-band.
- ✓ Is willing to make the effort to implement this new business model to fill the gap in the marketplace created by financial advisors, and a financial services industry, unable or unwilling to provide Ideal Clients the Comprehensive Financial Services they desire.