



The Professional's Guide to Financial Services Marketing: Bite-Sized Insights For Creating Effective Approaches

Jay Nagdeman

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The Professional's Guide to Financial Services Marketing is directed to any financial services professional—from individual representatives to executives of large financial services companies—who is looking for better ways to create the relevant marketplace differentiation and competitive advantage needed to increase productivity and profitability. The purpose of this book is not to provide a how-to manual, but rather to offer practical information, examples, and thought-provoking tips that provide ideas and insights that will enable financial services professionals to improve their own marketing approaches and achieve ambitious marketing goals. With examples drawn from basic marketing approaches and successful consumer marketing, this book provides a fresh perspective on a variety of marketing issues that can make a significant difference to corporate success.

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