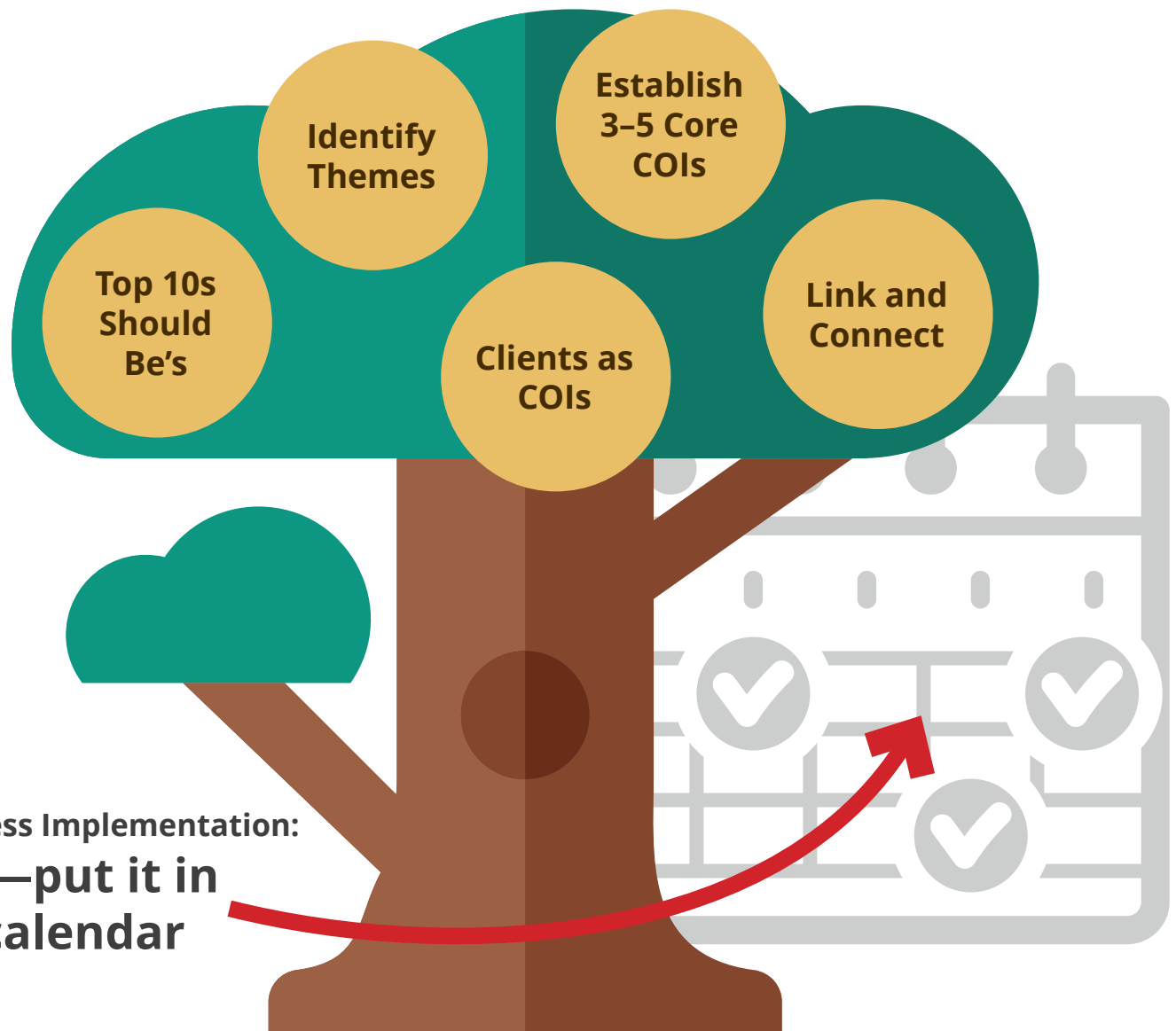


# Where to Find Organic Growth?

## Five Key Areas for Financial Advisors to Look:



### Remember:

1. Tell a consistent story
2. Include the “so what”
3. Relationship first: Earn the introduction
4. Respect their time and make it valuable