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Plateau to Pinnacle: 9 Secrets of a Million Dollar Financial Advisor

Erin Tamberella

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Plateau to Pinnacle is the story of Luke, a veteran financial advisor who's been in the business for 10 years. Luke always assumed he'd be a million-dollar producer but hits a plateau that ends up lasting for years. He's grown complacent and comfortable until a devastating event shatters his entire world. Feeling lost and wondering how he'll ever recover, he meets a powerful yet mysterious mentor, Victor Guise. Victor teaches Luke how to systematize his business, and together they lay the foundation he needs to reach the goal he'd all but abandoned. Luke learns much more than just business from his enigmatic mentor. As Victor helps Luke recognize and believe in his own potential again, his business changes and in the process, so does he. The book is content-rich and advisor-friendly. It pulls the content from each chapter into an easy-to-follow, step-by-step checklist for systematizing the advisor's practice.

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