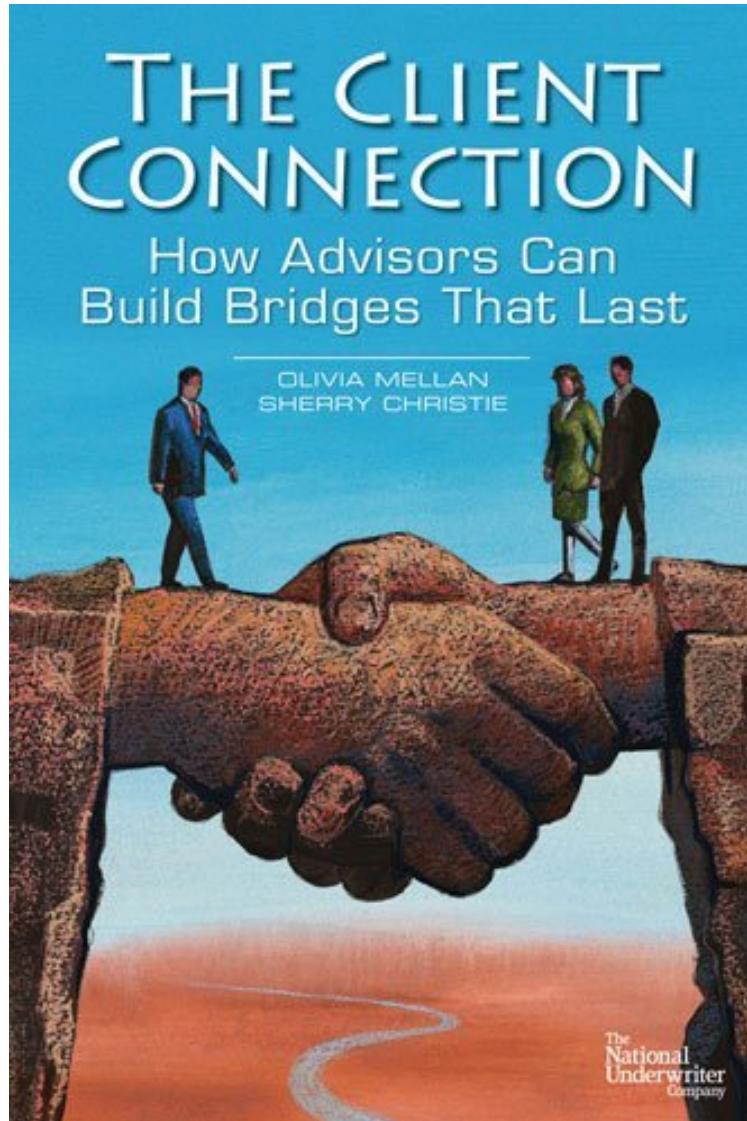


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## The Client Connection: How Advisors Can Build Bridges That Last

*Olivia Mellan, Sherry Christie*  
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help. After all, it's about relationship, relationship, relationship!

Every financial advisor knows the difficulty of working with clients who are struggling with anxieties, conflicts, fantasies, and fears. With wit and insight, *The Client Connection* explores psychological issues that financial advisors, attorneys, accounting and insurance professionals, and therapists are likely to encounter, including aging and the brain, the nature of deceit, how to change bad habits, and how to deal well with stress and trauma. As you deepen your understanding of what goes on inside your clients (and yourself), the tools and techniques you learn will help you create sound, mutually beneficial relationships that can last a lifetime.

"This book is one of the finest collections of insights, information and wisdom collected from the thought-leaders in integrated financial planning. Olivia writes beautifully from her unique vantage point at the intersection of money and psychology. Once again she gives us a gem." -- Susan Bradley, CFPreg., Founder, Sudden Money Institutereg;