



Amy Florian

NO LONGER AWKWARD

Communicating with Clients Through the Toughest Times of Life



No Longer Awkward Communicating With Clients Through The Toughest Times Of Life

Duke Jeyaraj



No Longer Awkward Communicating With Clients Through The Toughest Times Of Life:

No Longer Awkward Amy Florian, 2011-04-25 This book was first published in April 2013 not 2011 Life transitions put money in motion Seventy percent of new investments and referrals result from transitions like birth death divorce dementia or serious diagnosis and retirement Thousands of financial professionals compete for this business touting their skill in investing money minimizing taxes utilizing insurance and coordinating estate planning Those who succeed in getting the business have one additional skill they understand the grief triggered by every life transition and they know what to say and do to effectively support clients through the process People look for professionals who understand their lives to give them their business This kind of training is difficult for professionals to find Most rely on what they've picked up from others inadvertently perpetuating mistakes that hurt their clients and their business This guidebook is the definitive resource for professionals who work with clients in transition It is packed with insightful research based knowledge and practical applications that have a profound impact on clients and professionals alike Learn why there are better things to say than I'm so sorry facts about dementia signs to look for and the office protocol to follow whether grief is different in men and women six common comfort phrases to avoid and what to say instead emotional differences between divorce and widowhood what to do when a client is diagnosed with serious or terminal illness what to write in condolence cards whether to send flowers and what to say at services how to deliver a life insurance benefits check and much more The knowledge in this book equips professionals to truly serve clients providing effective support in ways that others don't The added benefit serving clients well through the toughest times of life builds long term loyalty and enthusiastic referrals It is good for the client good for professionals and good for business What Others Say Amy Florian's book *No Longer Awkward* does one simple thing very well it helps you to respond sensitively and supportively in situations where a client is grieving Along the way she helps us understand why so many of our normal and routine responses can be so insensitive and unhelpful You will do a better job with your clients by following the suggestions in this book Bob Veres Editor of *Inside Information* Columnist for *Financial Planning* magazine Amy Florian eloquently describes the life transitions and sources of grief every client experiences Most financial professionals don't adequately understand these transitions and are ill equipped to guide clients through them Amy's prescriptions in this eminently practical reference guide teach us all what to say or not say how to respectfully honor a client's grief and how to communicate support in a professional yet personal way Learning the skills in this guide is sure to improve the quality of client relationships and the value clients assign to a firm's services David J Drucker President Sunset Financial Management Inc principal at Virtual Office News All financial advisors must deal with grieving clients Unfortunately there's never been a guide that really explains what to say what not to say and how to handle these challenging and professionally awkward situations Until now *No Longer Awkward* is an incredible and incredibly practical resource for working with grieving clients and should be required reading for every financial advisor Michael Kitces Partner and Director of Research

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Communication in Everyday Life Steve Duck, David T. McMahan, 2019-12-10 Communication in Everyday Life The Basic Course Edition With Public Speaking offers an engaging look at the inseparable connection between relationships and communication Best selling authors Steve Duck and David T McMahan expertly combine theory and application to introduce students to communication fundamentals The book provides a strong foundation in communication concepts theory and research while helping readers master practical communication skills such as listening and critical thinking using technology to communicate understanding nonverbal communication creative persuasive strategies and managing group conflict The Third Edition includes enhancements to its proven pedagogical features that reflect updates in research cultural and societal changes and emerging issues *Bulletin of the Atomic Scientists* ,1970-06 The Bulletin of the Atomic Scientists is the premier public resource on scientific and technological developments that impact global security Founded by Manhattan Project Scientists the Bulletin's iconic Doomsday Clock stimulates solutions for a safer world *Popular Mechanics* ,2000-01 Popular Mechanics inspires instructs and influences readers to help them master the modern world Whether it's practical

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increased challenges for caregivers Caregivers are having to care for elders who are now living into their 80 s and beyond often with multiple health issues Many caregivers are baby boomers which as a generation is getting older and facing their own health problems Additionally many are staying in the workforce longer which requires them to balance or even set aside their own needs to care for their elder family members On top of that many baby boomers are caring for ill or frail spouses partners or even raising their grandchildren In the second edition of The Mindful Caregiver existing chapters will be updated and two new chapters will be added One new chapter will focus on resistance which manifests in many different forms for the care recipient and for family members Examples include an elder with dementia that refuses to give up driving or siblings that disagree about moving a family member from their home This chapter will provide ideas and examples of how to work with resistance The second new chapter will focus on resilience and self care Caregivers will learn how to nurture resilience so that they can cope more effectively both emotionally and spiritually Armed with this information my hope is that caregivers can become mindful caregivers and feel more empowered supported and equipped to be the best caregiver they can be Sustaining oneself throughout the caregiving journey takes tremendous courage patience and strength My hope is that the new edition of The Mindful Caregiver will inspire caregivers to find meaning in their caregiving experience

Harper's Weekly ,1861 **Job Readiness for Health Professionals** Elsevier,2015-12-02 Get an edge in the job market and develop the soft skills the personal qualities habits attitudes and social graces needed to work successfully with anyone anywhere Job Readiness for Health Professionals Soft Skills Strategies for Success 2nd Edition provides a unique tool for soft skill programming to help graduates succeed on the job as effective engaged and high functioning employees This handy resource uses an 8th grade reading level and a consistent easy to follow modular format to guide you through the essential entry level soft skills like how to dress speak and collaborate in the healthcare setting With two new chapters new Video Case vignettes and 48 soft skills and behavioral competencies it gives you the tools you need to join the healthcare workforce Behavioral objectives provided for mastering each skill Worktext format with journaling activities and multiple self reflection activities offers valuable review exercises Critical thinking exercises woven throughout skills include multidisciplinary scenarios from the field What If boxes feature short scenarios that encourage you to think about how you would handle a situation in the workplace Case studies throughout use fictional vignettes to illustrate the issues involved with the specific skills Down a Dark Road vignettes depict what can go terribly wrong when a skill is ignored or not mastered Experiential Exercises are actions or experiments that you can perform on your own to gain a deeper appreciation for the skill Cross Currents with Other Skills ties together and cross references related skills pointing out the synergies and connections between them NEW Highly anticipated Finding Your First Job chapter highlights competencies that you need to consider and prepare for when starting your job search beginning a career in the health professions writing your resume and interviewing NEW Video Case vignettes with assessment and implementation tools on interview skills active listening dealing with others

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and deeply affects the lives of their loved ones Good care has been proven to have a significant effect on the quality of life of a person with dementia To ensure good care staff members of nursing homes assisted living facilities and adult day care centers and providers of home care must be thoroughly and continually trained by qualified and well prepared professionals Nancy L Mace coauthor of *The 36 Hour Day* has created the ultimate teachers guide for dementia care training Rich with information and with tools for effective communication between teacher and student the text supplies instructors with in depth lessons and includes relevant charts tables and handouts which may be customized to suit specific programs Good training is the foundation for a confident and competent caregiver and supports the dignity and well being of persons with dementia and their families With her unmistakable compassion humor and wisdom Mace has provided a much needed guidebook for better teaching and better care

Solution-Focused Practice Guy Shennan, 2019-06-11 This textbook shows how any conversation directed towards change can become a solution focused one whether in a planned series of sessions with individuals families groups or in the less structured contexts in which many helping professionals work Full of real life case examples and stimulating activities this will be an invaluable guide to anyone wanting to develop their skills in this empowering approach This textbook is a comprehensive and accessible guide for anyone who wishes to incorporate solution focused practice Originating in the world of talking therapies the adaptability and usability of solution focused practice is already used by many practitioners in health social care and educational settings New to this Edition Explores a more diverse range of examples than the previous edition Includes end of chapter summaries providing additional clarity on what s been covered Updated policy procedure and legislation

The Builder ,1904

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