

SUPERNOVA ADVISOR



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ix. Foreword . When Rob Knapp asked me to contribute the forward on his Supernova book, I agreed straightaway. But before we go forward, let me take you back a bit.

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Description . The Supernova Model is a client service, client acquisition, and practice management model that drives an explosive acceleration in revenue and client satisfaction by capitalizing upon the 80/20 Rule.

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The Supernova Model is a client service, client acquisition, and practice management model that drives an explosive acceleration in revenue and client satisfaction by capitalizing upon the 80/20 Rule. First implemented by financial advisors at Merrill Lynch--under the leadership of author Rob Knapp

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The Supernova Advisor eBook by Robert D Knapp

The Supernova Model is a client service, client acquisition, and practice management model that drives an explosive acceleration in revenue and client satisfaction by capitalizing upon the 80/20 Rule. First implemented by financial advisors at Merrill Lynch under the leadership of author Rob Knapp it has grown increasingly popular within the financial services industry.

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