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www.RelationshipStrategy.com The 8 Attributes of Successful Client Advisors Sat, 10 Nov 2018 09:01:00 GMT The 8 Attributes of Successful Client Advisors - The power of questions as a learning tool goes far back into history. The great Greek teacher, Socrates, taught by asking questions; he didn't give lectures or write books. THE POWER OF QUESTIONS Background and Context - Andrew Sobel (Author) Andrew Sobel is the leading authority on client relationships and the skills and strategies required to earn enduring client loyalty. His books include the award-winning All for One (Wiley) and the bestselling Clients for Life. Power Questions by Andrew Sobel - OverDrive (Rakuten ... -

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