encore
partners

Consulting and training that grows the businesses of financial service companies

Leading Financial Advisors to Peak Performance

Contact Us !

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About Encore

Encore Partners is a client-driven training and consulting firm that helps grow the businesses of financial service companies and their advisors.

We use a combination of personal and Web-based solutions to help individuals and organizations achieve greater productivity and higher levels of personal and professional satisfaction.

Why Encore?

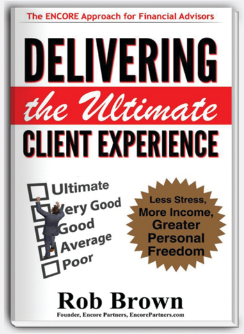
1. Increase the Assets You Manage
2. Drive Growth with Client Service
3. Focus on Critical Business Activities
4. Decrease Stress and Enjoy Clients and Work

I'll be your coach

Rob Brown
Author, Coach

I was a top-producing advisor for over 25 years. I have coached hundreds of elite advisors from dozens of advisory firms and broker-dealers.

My background also includes executive management with a full-service financial services firm.



I now focus on helping advisors grow their practices through coaching, training, fee-based initiatives, technology enhancements, and wealth management. I am dedicated to mentoring advisors who seek to be more effective in building and maintaining client relationships that lead to greater personal freedom and profits.

I have worked with a wide variety of broker-dealers and investment advisory firms via their strategic partnerships. These relationships include UBS, Wells Fargo Advisor Services, Century Securities, Commonwealth Securities, H.D. Vest, John Hancock, Merrill Lynch, MFS, Morgan Stanley, Scott & Stringfellow, Securities America, Sentinel Investments, and Stern Agee. Call or email me today to learn how I can help you with your financial services business.

What Clients Say

Broad Impact

"The 'Ultimate Client' concept has had a profound impact on our firm. By clearly defining the way we deliver service, our clients have become more loyal and they have entrusted us with even more of their assets. If you put Rob Brown's strategies into action, you win, your team wins, and, most important, your clients win."

Michael Lutz,
CFP®, CEO, Legacy Financial Strategies

Grew Our Business

"Rob Brown's approach to the 'Ultimate Client Experience' is a road map that takes the reader to the promised land of how we should all be running our business and serving our clients. By working with Rob, I've moved my business from one with satisfied clients and limited referrals to one where my only problem is keeping up with the growth."

Ron Dickinson
CPA, CFP®, MPA-Tax
Dickinson Investment Advisors

Actionable!

"Rob's common-sense approach to delivering client service is refreshing. No outlandish, high cost tactics – he keeps it simple and makes it actionable. I would not be at the level I am without his diligent approach and expertise!"

Patrick Bykerk
Financial Consultant, Raymond James Branch Manager