

“Mark started his journey with an unworkable business model which he scrapped and rebuilt from the ground up. That is, in itself, an inspiring and interesting story, but his personal quest to lose half his body weight and begin competing in athletic events is even more motivating. I have gained much from hearing his story.”

– Eve Kaplan, CFP®, Practitioner, Kaplan Financial Advisors, LLC

“Mark’s story is very inspirational because he IS where most of us aspire to BE!”

– David Chudyk, CFP®, Nationwide Insurance



MARK LITTLE

Mark Little is an inspiring example of how a financial advisor can go from being a good producer to a great one. Here are the facts:

Before

\$388,000 of commission
1,243 accounts (17 Ideal Clients)
Willy-Nilly marketing
Work week: 85 hours
11 staff

After

\$1,600,000 recurring revenue
91 Ideal Clients
100% referral
36 hours
3 Team Members

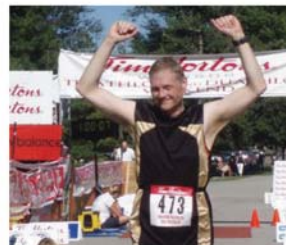
Mark accomplished this amazing transformation during 2000 - 2003, one of the most challenging times in market and economic history.

Mark will teach your advisors specific, action-able ideas so they can enjoy their own journey from good to great or from great to greater. The clients win by getting more value. The advisor wins by having greater client loyalty, more revenue per client, and referrals. And the company wins by having greatly reduced compliance risk, better retention, and more revenue per advisor.

And Mark’s story gets even better. The confidence he gained from his business success compelled him to do something about his physical health and quality of life. In less than 18 months he went from a “morbidly obese” 313 pound man with diabetes to a healthy 185 pound man with no diabetic symptoms. He accomplished this without fad diets or radical medical procedures. He simply applied the same fundamental principles to his health that consistently produce success in any worthwhile endeavor.

Hire Mark Little to present at your next meeting and your advisors will leave with practical content to improve their businesses, enhance their lives, and the inspiration to follow-through to get results.

For Information About Booking Mark Call 888-467-8593



“Mark truly sets the bar high, both personally & professionally. He’s a huge source of inspiration for my practice and my life. I suspect that his processes make him the envy of many disorganized planners and his personal dedication to reaching his goals has motivated me to keep striving for mine!”

– Lou Leyes, Advisor, First Command Financial Planning

“Mark is a tremendous resource. He has helped me gain insights into what it takes to provide a high-value financial services practice. He communicates effectively and helps me recognize that I have what it takes to succeed.”

– Rick Raybin, Managing Director, Lifetime Capitol Group



Mark Little

Partial Client List

Guardian Investor Services
Thrivent Financial
AXA
Cascade Financial Management, Inc.
The Cambridge Legacy Group
B.R. Chamberlain & Associates, Inc.
Dunham & Associates
Texas Assoc. of Insurance &
Financial Advisors
First Command Financial Planning
Summit Wealth Management
Bachrach & Associates, Inc.

“Mark Little is one of the most caring individuals I have ever met. He seems to have an unlimited willingness to help advisors become better with his personal brand of no-nonsense encouragement.”

– Jack Wenaus, Financial Advisor, Jack Wenaus Financial Services, Inc.

“Mark has enabled me to transform how my business operates. I now have a team who love managing themselves which has freed me to do the things that I am good at.”

– Mitch Harris, MLIA, (DIP), FPC, Managing Director, The Financial Services Group

“Mark Little’s practical knowledge and inspiring story have had a huge positive effect on my personal and professional life. I now work with higher quality clients and take much better care of my own health.”

– Karl Hicks, CFP®, MBA, Financial Advisor, The Leonard Financial Group, LLC

“Mark Little’s insight has been one of our most practical assets as we work toward the goal of building a top-notch practice. Mark has provided us an excellent model to emulate so we don’t have to reinvent the wheel.”

– Aaron Avery, Munn Wealth Management

“Mark has given me utterly priceless ideas that have helped me to become more productive, more efficient and more focused on my business and the way I carry it out.”

– Andy Jervis, ACII, MSFA, CFP®, Director, Chesterton House Financial Services Ltd.

“Mark’s ideas and examples of how he runs his business are excellent. He has been an inspiration to me on both a business and personal level.”

– Derek Brammel, Financial Advisor, The Bishoff Financial Group

“Mark knows what he is talking about. He has worked where we work and his system is easy to understand.”

– Beth Kelloff, Advisor, First Command Financial Planning