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Our Tricks of the Trade: You Can Beat Wall Street (Paperback)

By Ian Sender

Createspace, United States, 2013. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****. My wealth has come from a combination of living in America, some lucky genes, and compound interest. Warren Buffett I have been in the financial services business for over 20 years. I have seen a lot of changes. I am ready to retire. I hope this book will be useful to the next generation of investors. Most of the changes in the financial advice business have involved the trend to the commoditization of most financial products. The trend has led to a bifurcation of the industry. On the one hand, Registered Investment Advisors, (RIA) provide advice for compensation as fiduciaries. This means they have a fundamental obligation to provide suitable investment advice and always act in the clients best interests. High-end RIAs provide personal service to wealthy clients with fees tailored to their millions of dollars invested. Their fee schedules are 0.01-0.05 not the retail rates of 1.5-3 . On the other hand, most retail brokers and financial advisors work for a major firm, building their book of business the traditional way. They share commissions and fees...



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