



*Amy Florian*

# NO LONGER AWKWARD

*Communicating with Clients Through the Toughest Times of Life*



# No Longer Awkward Communicating With Clients Through The Toughest Times Of Life

**Richard K. Adler, Sandy Hirsch, Jack  
Pickering**



## **No Longer Awkward Communicating With Clients Through The Toughest Times Of Life:**

*No Longer Awkward* Amy Florian, 2011-04-25 This book was first published in April 2013 not 2011 Life transitions put money in motion Seventy percent of new investments and referrals result from transitions like birth death divorce dementia or serious diagnosis and retirement Thousands of financial professionals compete for this business touting their skill in investing money minimizing taxes utilizing insurance and coordinating estate planning Those who succeed in getting the business have one additional skill they understand the grief triggered by every life transition and they know what to say and do to effectively support clients through the process People look for professionals who understand their lives to give them their business This kind of training is difficult for professionals to find Most rely on what they've picked up from others inadvertently perpetuating mistakes that hurt their clients and their business This guidebook is the definitive resource for professionals who work with clients in transition It is packed with insightful research based knowledge and practical applications that have a profound impact on clients and professionals alike Learn why there are better things to say than I'm so sorry facts about dementia signs to look for and the office protocol to follow whether grief is different in men and women six common comfort phrases to avoid and what to say instead emotional differences between divorce and widowhood what to do when a client is diagnosed with serious or terminal illness what to write in condolence cards whether to send flowers and what to say at services how to deliver a life insurance benefits check and much more The knowledge in this book equips professionals to truly serve clients providing effective support in ways that others don't The added benefit serving clients well through the toughest times of life builds long term loyalty and enthusiastic referrals It is good for the client good for professionals and good for business What Others Say Amy Florian's book *No Longer Awkward* does one simple thing very well it helps you to respond sensitively and supportively in situations where a client is grieving Along the way she helps us understand why so many of our normal and routine responses can be so insensitive and unhelpful You will do a better job with your clients by following the suggestions in this book Bob Veres Editor of *Inside Information* Columnist for *Financial Planning* magazine Amy Florian eloquently describes the life transitions and sources of grief every client experiences Most financial professionals don't adequately understand these transitions and are ill equipped to guide clients through them Amy's prescriptions in this eminently practical reference guide teach us all what to say or not say how to respectfully honor a client's grief and how to communicate support in a professional yet personal way Learning the skills in this guide is sure to improve the quality of client relationships and the value clients assign to a firm's services David J Drucker President *Sunset Financial Management Inc* principal at *Virtual Office News* All financial advisors must deal with grieving clients Unfortunately there's never been a guide that really explains what to say what not to say and how to handle these challenging and professionally awkward situations Until now *No Longer Awkward* is an incredible and incredibly practical resource for working with grieving clients and should be required reading for every financial advisor Michael Kitces Partner and Director of Research

for Pinnacle Advisory Group and publisher of the financial planning industry blog Nerd's Eye View *Elsevier's Veterinary Assisting Textbook* Margi Sirois, 2012-08-21 Based on NAVTA approved guidelines Elsevier's Veterinary Assisting Textbook by Margi Sirois offers comprehensive coverage of the knowledge and skills you need for a successful career in veterinary assisting You'll learn about the role of the veterinary assistant and how to perform key responsibilities of the job including assisting the veterinary technician and the veterinarian by restraining animals setting up equipment and supplies cleaning and maintaining practice and laboratory facilities and feeding and exercising patients Targeted coverage addresses only those topics that are relevant to veterinary assisting Authoritative content covers everything you need to know to pass the Approved Veterinary Assistant AVA exam and succeed in clinical practice Authors and contributors are leading experts in veterinary medicine veterinary technology and veterinary assisting Full color format features a wealth of illustrations and photographs that clarify key concepts and enhance learning Adult Physical Conditions Amy J Mahle, Amber L Ward, 2018-04-17 The go to text reference for class clinical and practice A who's who of experts and educators brings you practical in depth coverage of the most common adult conditions and the corresponding evidence based occupational therapy interventions Written for OTAs to meet their unique needs this approach combines theory with the practical evidence based functional content that develops the critical thinking and clinical reasoning skills that are the foundation for professional knowledgeable creative and competent practice **Elsevier's Veterinary Assisting Textbook - E-Book** Margi Sirois, 2020-01-02 Master the role and responsibilities of the veterinary assistant From respected veterinary educator Margi Sirois Elsevier's Veterinary Assisting Textbook 3rd Edition covers everything you need to know to pass the Approved Veterinary Assistant AVA exam and succeed in clinical practice With this comprehensive textbook students will learn to assist in laboratory and radiographic procedures properly restrain animals set up equipment and supplies clean and maintain practice facilities feed and exercise patients collect samples handle and dispense medications groom patients and record keeping Updated content reflects the latest advances in veterinary assisting procedures and new images illustrate key tasks Comprehensive coverage provides details on the tasks performed by veterinary assistants and covers everything you need to know to pass the Approved Veterinary Assistant AVA exam and succeed in clinical practice Step by step instructions and hundreds of full color photographs show veterinary assisting tasks and clarify key concepts Information on office procedures and client relations prepares you to be involved in many of the business aspects of veterinary practice and to work closely with management staff Coverage of the workflow in a veterinary practice helps you understand your role as well as the roles of all the other members of the veterinary health care team Critical Concept boxes highlight important points and provide useful tips to improve your knowledge and skills A student workbook provides activities to help you apply concepts to veterinary practice including definitions of key terms review questions crossword puzzles illustration labeling sample cases and clinical applications Available separately NEW Completely updated content throughout reflects the latest advances in

veterinary assisting procedures for improved patient service NEW Fear free handling coverage now included in Chapter 6 Animal Behavior and Restraint NEW Poultry Care section added to Chapter 13 Large Animal Nursing and Husbandry NEW and UPDATED Additional and revised images throughout accurately illustrate key veterinary assisting tasks *Working with Trans Voice* Matthew Mills, Sean Pert, 2023-07-20 This book is an essential resource for those new to developing and established in the field of trans voice Presented in a workbook style and packed with practical exercises for the practitioner to engage with it explores and explains how to work with clients effectively while also developing vital cultural knowledge and fundamental skills in voice coaching that will help the practitioner develop insight into and support each person's unique journey Matthew Mills and Sean Pert draw on their wealth of experience to encourage the reader to consider what gender means to them and how gender performance may be taken for granted by people whose gender identity aligns with their sex assigned at birth The key learning points of this book are illustrated by guiding comments from trans and non binary people with lived practical and clinical experience Based on the latest expert practice and informed by the experiences of the clients themselves *Working with Trans Voice* allows speech and language therapists and other professionals interested in supporting trans and gender diverse people to develop the confidence to work with their clients in partnership and solidarity **Let's Close a Deal** Christine Clifford, 2013-03-08 *Close deals* with major corporations organizations or individuals who can propel your business to the next level When you think about it our entire lives revolve around selling Whether we sell as part of our business serve on a committee of a non profit organization or negotiate for a new job car house we are pitching hearing and closing deals every day Let's *Close a Deal* articulates the intuitive process that identifies how and why a deal will appeal and then demonstrates in step by step detail how to present your deal in a compelling way The sales process is not about coercion it's about compassion The closing part of a negotiation should honor everyone involved instead of taking advantage of them We make our decisions based on the manner in which information is presented to us and what we believe will be the best deal Let's *Close a Deal* explains how to present information so persuasively that it increases the likelihood of getting a yes Demonstrates how finding the human perspective is key to closing any deal Articulates the sale from conception preparation presentation to close Author Christine Clifford is a sought after professional speaker and author of eight books including *You Inc The Art of Selling Yourself* coauthored with Harry Beckwith Author has direct experience closing major deals having taken her company from a million dollar per year loss to over 54 million in sales and having signed the largest contract in the history of her industry with Procter Gamble doubling the size of her company overnight Increase your business's chance for success by improving your ability to secure profitable partnerships Let's *Close a Deal* shows you how Elsevier's Veterinary Assisting Textbook - E-Book Elsevier, 2024-09-07 Prepare for the role and responsibilities of the veterinary assistant Elsevier's *Veterinary Assisting Textbook* 4th Edition covers everything you need to know to pass the Approved Veterinary Assistant AVA Exam and succeed in clinical practice NAVTA approved guidelines help in learning to assist in

laboratory and radiographic procedures properly restraining animals setting up equipment and supplies cleaning and maintaining practice facilities feeding and exercising patients collecting samples handling and dispensing medications grooming patients and record keeping Updated content reflects the latest Fear Free™ handling techniques and the veterinary assistant's role in helping owners through pet loss NEW Hospice Grief and Pet Loss chapter discusses the human animal bond stages of grief and other principles of the veterinary assistant's role in helping the owner through pet loss EXPANDED Behavior content includes the latest Fear Free™ handling methods NEW Practice quizzes on the companion Evolve website allow you to test your understanding of key concepts UPDATED Drug information covers the newest pharmacologic agents and their uses adverse side effects and dosage forms UPDATED Infection control and vaccination coverage keeps you up to date with the latest guidelines and protocols Comprehensive coverage provides everything you need to prepare for the Approved Veterinary Assistant AVA certification exam Step by step instructions and hundreds of colorful photographs clearly break down veterinary assisting tasks and clarify essential information Discussion of office procedures and client relations prepares you for the business aspects of veterinary practice and how to work closely with management staff User friendly features in each chapter include learning objectives a chapter outline and key terms and an emphasis on the concepts you are expected to learn Coverage of the workflow in a veterinary practice clarifies the role of the veterinary assistant in relation to all other members of the veterinary healthcare team Critical Concept boxes provide useful tips to improve your knowledge and skills

**Voice and Communication Therapy for the Transgender/Gender Diverse Client** Richard K. Adler, Sandy Hirsch, Jack Pickering, 2018-12-06 Voice and Communication Therapy for the Transgender Gender Diverse Client A Comprehensive Clinical Guide Third Edition remains a must have resource for speech language pathologists voice clinicians and trainers who assist transgender gender diverse clients in aligning their communication with their gender identity Such goals for transfeminine transmasculine and gender diverse people are far from insurmountable given appropriate training This third edition builds on the work of the first two editions and meets the clinical and training needs of an even larger and better informed core of speech language pathologists and trainers Enhancements to this edition include significantly expanded chapters on counseling psychotherapy theater non verbal communication singing vocal health medical considerations and the historical perspectives on evidence based research as well as a call to action to meet the needs of trans youth Chapters cover each aspect of a communication training program including case studies summaries appendices and an extensive bibliography as well as an outline of therapy protocols and ideas for transmasculine transfeminine and gender diverse clients New to this edition A new co editor Jack Pickering brings a fresh perspective from extensive experience in transgender voice and communication training A comprehensive chapter addressing research and the voice and communication needs of transmasculine individuals A chapter focusing on the needs of trans youth future directions in this area and the role of SLPs with this unique population A practical chapter on psychotherapy and the relationship

between the SLP and psychotherapist social worker and how these professionals work in tandem to help in the entire transition process A chapter on counseling for the transgender gender diverse client with step by step practical information that can also be used for counseling with all populations seen by SLPs A practical chapter on theater giving the perspectives from two transgender actresses personal experiences a cisgender actress voice clinician and a cisgender voice theater coach teacher An expanded medical chapter outlining foundational information on terminology development endocrinology and surgeries as well as the physician's role and best practice in the transition process for each client Updated and expanded chapters on the role of multidisciplinary considerations for the transmasculine transfeminine and gender diverse client and assessment of these clients in all aspects of pitch and inflection the art and science of resonance non verbal communication and group therapy and discharge This seminal text guides clinicians and trainers who work with the transgender gender diverse population in designing and administering a mindful focused and appropriate treatment plan Speech language pathologists voice coaches ENT physicians professors and anyone working in the areas of voice singing and the vocal performing arts will find this text to be an essential resource Disclaimer Please note that ancillary content such as documents audio and video etc may not be included as published in the original print version of this book

**Independence Without Sight Or Sound** Dona Sauerburger, 1993 Independence without Sight or Sound covers the essential aspects of communicating and working with deaf blind adults individuals who have both vision and hearing loss Written in a personal and informal style it is filled with practical information for any professional who works with someone who is deaf blind such as how to talk with someone who is deaf blind how deaf blind people can communicate with strangers and interact with people in public and how they can overcome isolation and assert control over their own life Written by an expert in orientation and mobility this guide emphasizes adapting orientation and mobility techniques for deaf blind travelers

The Human Half of Dog Training Risë VanFleet, 2012-10 Most dog trainers have a strong desire to help dogs learn appropriate behaviors and solve the kinds of problems that most dogs experience or create It is why they get into the business in the first place and it is what they are trained to do What is challenging for so many trainers is that their success in working with dogs ultimately depends on the cooperation understanding and follow through of the people who bring their dogs to them to be trained Failure to work with people often leads to failure with the dogs In The Human Half of Dog Training author Risë VanFleet draws upon her years of experience of working with people as a child and family psychologist to teach dog trainers how take a collaborative approach with clients to help insure the best possible outcomes for their dogs

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