


The Business Development Network™ incorporates Dan Sullivan's "Creative Destruction Programme"

THE STRATEGIC COUNCIL

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Creative DESTRUCTION

A 25-year process and structure for entrepreneurially-minded financial advisors to escape permanently from bureaucracy and competition.



Featuring Industry Transformer: *Dan Taylor*


by **Dan Sullivan**
With Gordon Arlen and Catherine Somers

THE STRATEGIC COUNCIL

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Creative DESTRUCTION

A 25-year process and structure for entrepreneurially-minded financial advisors to escape permanently from bureaucracy and competition.



Featuring Industry Transformer: *Mary Anne Eblert*


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With Gordon Arlen and Catherine Somers

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Creative DESTRUCTION

A 25-year process and structure for entrepreneurially-minded financial advisors to escape permanently from bureaucracy and competition.



Featuring Industry Transformer: *Lee Brower*


by **Dan Sullivan**
With Gordon Arlen and Catherine Somers

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Creative DESTRUCTION

A 25-year process and structure for entrepreneurially-minded financial advisors to escape permanently from bureaucracy and competition.



Featuring Industry Transformer: *Chuck Brewster*

by **Dan Sullivan**
With Gordon Arlen and Catherine Somers

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Creative Destruction represents an entirely new kind of educational and planning technology for financial advisors worldwide who have decided to make a drastic break with business as usual in the financial services industry. Each quarter, advisors, working individually and in discussion groups, will plot out a revolutionary entrepreneurial approach for their futures — one that increasingly bypasses bureaucratic dependencies and restrictions. With each stage of the process, they will escape from both commoditization and competition.



Dan Sullivan is the founder and president of The Strategic Coach Inc. and the creator of The Strategic Coach Program™ which helps accomplished entrepreneurs reach new heights of success and happiness. He has 30 years of experience as a strategic planner and coach to entrepreneurial individuals and groups.

He is the author of over 30 publications, including *The Great Crossover*®, *The 21st Century Agent*™, *The Producer Group Future*™, *How The Best Get Better*™, *The D.O.S. Conversation*™, and *The Great Value Creator Escape*™, *The Goal Cultivator*™ and *Always Increase Your Confidence*™. Over the past quarter-century, Dan Sullivan has coached more than 5,000 financial advisors to become more entrepreneurial in their attitudes and capabilities.

Gordon Arlen is a special projects researcher and writer for The Strategic Coach who specializes in economic and political history.

Catherine Nomura is a packager of intellectual capital at The Strategic Coach and editor for *Creative Destruction*. She has extensive research and work experience in entrepreneurial development and financial services.

ISBN 1-896635-64-4



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P.321.34449.0

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