Industry Recruiter Helps Advisors Answer the Question, “Should I Stay or Should I Go?” in a New Book Release

To address what she perceived as a “significant gap in information available on the topic of challenging the status quo, thinking critically about change, and objectively about optimizing their business,” Mindy Diamond gathered three decades of experience into a book that she describes as a “roadmap for financial advisors.”

Morristown, NJ — In an ongoing effort to help educate financial advisors so that they can make informed decisions about their businesses and futures, Mindy Diamond, founder and CEO of industry-leading financial advisor recruiting and consulting firm, Diamond Consultants, authored a book on a topic she’s been working on for 30 years.

Should I Stay or Should I Go? was created to address what Diamond saw as a “significant gap” in an otherwise crowded sea of content available to financial advisors in the wealth management industry.

“For advisors to make smart decisions about their business lives, I believe that it’s critical they are armed with objective information about not just the options available in the ever-changing industry landscape, but also how to think through those options and the impact on their businesses. There are key questions they must ask themselves, and they also need to know how to process their answers,” Diamond shared.

While the book offers a “roadmap for financial advisors considering change or to assess their business lives,” Diamond was quick to note the book is not about encouraging advisors to transition to another firm or model.

“Advisors who read the book are just as likely to come away with the conclusion that they are in the best place for their clients and business as they are to consider changing firms or models,” Diamond offered.

The book includes an overview of the industry landscape, critical questions to ask yourself whether considering change or not, advice on how to “connect the dots” between your vision and your reality, what you need to know about due diligence, the economics, and the negotiation process, and, ultimately, how to “get it right” when making a move.

Diamond also shares an excerpt *from Warriors of the Heart: A Handbook for Conflict Resolution by Danaan Parry,* which metaphorically describes change as a series of swings on a trapeze.

In Diamond's words, "The parable illustrates the emotional journey that anyone considering change goes through. I find it particularly relevant to advisors because so many tell me that while they may not be wholly satisfied where they are, the thought of changing firms or models, or selling their business, is overwhelming, to say the very least."

The book has already received advance praise from many industry leaders, independent business owners, and financial advisors, including:

Ron Carson, Founder and Chair of Carson Group, wrote, "Mindy Diamond masterfully combs through the complexity of this life-altering decision and provides advisors with a clear game plan of how to detangle themselves from the most important decision they will ever make—for the sake of their clients, their families, and their legacy."

Robert Sechan, former UBS advisor, and current CEO and Co-Founder of NewEdge Wealth and Co-Managing Partner of NewEdge Capital Group offered, "In this book, Mindy offers a strategic thought process that equips advisors with the tools to ask the right questions, think critically, and objectively evaluate their current situation."

Jerry Davidse, former Merrill advisor and current CEO of independent firm Presilium Private Wealth, shared, "Mindy has written a comprehensive guide to determining the ideal place to serve your clients, now and in the future."

Brian Hamburger, President and CEO of MarketCounsel Consulting and Chief Counsel of The Hamburger Law Firm, said, *"Should I Stay or Should I Go?* is a long-overdue companion guide for evaluating the myriad of options that are now available to financial advisors and finding a path that resonates with the advisor's true self."

The book will be available through Amazon and other major online retailers starting on September 12th.

To honor the official launch day, all proceeds from sales on Amazon transacted on September 12th will be donated to the United Way of Northern New Jersey's Women United program. This regional group is part of a powerful, global network of 55,000+ women from 165 communities in six countries, all devoted to creating a legacy of change that benefits everyone.

Diamond is steadfastly dedicated to ensuring that everyone has an opportunity to live their best lives. In line with the mission on the Diamond Consultants website, "We want every elite advisor to find exactly the right place for their business and their clients to thrive."

While Diamond shares that the book was a "soulful endeavor" for her, the goal is to further the firm's mission of helping advisors "find and live their best business lives."

To participate in the September 12th launch and purchase a copy of the book, visit https://www.diamond-consultants.com/thebook/.

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Diamond Consultants: Industry-leading recruiters and consultants that help elite financial advisors find exactly the right place for their businesses and their clients to thrive. As the industry's leading recruiters and consultants, we've transitioned more than a quarter of a trillion dollars in assets under management in the past decade. And each year, 25% of transitioning advisors who manage a billion dollars or more are our clients.

United Way of Northern New Jersey's Women United: United Way of Northern New Jersey is working toward a future where essential workers can achieve financial independence to save for an emergency, access quality care for family members, and have the opportunity to reach their potential in the workplace. The philanthropic leaders who make up our United Way Women United® regional group are helping to meet this vision and working to improve life on a local and national level for households we call ALICE® (Asset Limited, Income Constrained, Employed), those struggling to afford life's basics. Our Women United changemakers are part of a larger movement with over 55,000 members worldwide.