

# 4 GROWTH-KILLER QUALITIES OF FINANCIAL ADVISOR TEAMS

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## Is the progress of your practice stalled and you're unsure why?

On the quest to million-dollar (or above) growth, financial advisory teams tend to exhibit consistent and cohesive behavior. If your growth is stalled, you should consider whether your team has "growth-killer" attitudes or qualities that will hamper progress, if not outright doom the business.



## 4 Growth-Killers Include:

1

### WRONG FIT:

Staff and Financial Advisors are not a good fit, either from personality type, work ethic or goals.

2

### TOXIC BEHAVIOR:

Passive-aggressive, outright sabotage and apathy can doom a practice.

3

### TERRITORIALISM:

If anyone on the team is too wedded to their task or role, it can undermine team productivity.

4

### NO COMMON MISSION:

If all team members are not sold on the mission or vision of the business, growth will stall out.

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