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ABOUT THE AUTHOR

Robert Fragasso is the founder and president of The Fragasso Group, Inc., an investment management and financial planning firm located in Pittsburgh, Pennsylvania. He has 33 years experience in his field. But, until nine years ago, he housed his team within a large national organization. This guide to independence for the personal service provider is based on his 33 years of experience in creating a top-tier financial services firm within an extremely competitive, fragmented, and crowded industry. This guidebook contains the hard-won lessons he learned in breaking off his team into his own company. Fragasso feels that, by providing you with this guide based on his real life experiences, you too can build a business of your own in your chosen area of personal service. Be you attorney, accountant, architect, medical services provider, or management consultant, you can plan, create, and manage your own business successfully and capitalize on the strength of being smaller and flexible.

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