

## Kip Gregory

### Productivity & Practice Management Coach

Kip Gregory, principal of The Gregory Group, serves as the Garrett Planning Network's Productivity & Practice Management Coach, providing strategic and tactical guidance to Sheryl Garrett and the Network as a whole.

Kip has been the driving force behind the development and implementation of Garrett's Knowledge Bank initiative, a proprietary online catalog of member best practices designed to help both new and veteran Network Members accelerate their business success. He also acts as personal coach to Sheryl Garrett, facilitator of the Network's Member Advisory Board and presenter for various online events.

### Productivity & Practice Management Coach

Kip Gregory, principal of The Gregory Group, serves as the Garrett Planning Network's Productivity & Practice Management Coach, providing strategic and tactical guidance to Sheryl Garrett and the Network as a whole.

Kip has been the driving force behind the development and implementation of Garrett's Knowledge Bank initiative, a proprietary online catalog of member best practices designed to help both new and veteran Network Members accelerate their business success. He also acts as personal coach to Sheryl Garrett, facilitator of the Network's Member Advisory Board and presenter for various online events.

Gregory is an author, consultant and speaker who specializes in teaching financial services professionals how to leverage their time, talent and technology to increase productivity and profit. He is known throughout the industry for his unique ability to deliver practical, easy-to-follow advice on acquiring business faster and retaining it longer with tools you already own. Sheryl Garrett calls Kip's book, *Winning Clients in a Wired World*, "a gift to the industry" and "a must have resource for all advisors."

Kip is a columnist for *AdvisorToday.com*, is frequently quoted by other leading financial services publications, and publishes his own *Tips* newsletter - sent by request every month to over 4,500 subscribers across North America&hellip; including scores of Garrett Members.