

BY WILLIAM FOLEY,

Manager, Bond Department, Mercantile Trust Company, St. Louis, Mo.

The successful salesman of bonds must be born with a good personality and a quick mind, but his real success depends more upon his desire to know and thoroughly understand the bonds he sells, and upon his realization of the responsibility and dignity attached to his profession.

To sell bonds successfully, the salesman must be ever studious. It is quite as important for him to keep thoroughly posted on every happening in the financial world and on every change or tendency to change in the leading money markets, as it is for the doctor to keep in touch with the developments of the medical world or the lawyer with the latest decisions affecting his practice. The word "profession" has therefore been used with intent. Bond selling is a profession in that it necessitates studious and careful preparation, and, at all times, constant reading and study.

The prime requisite for a successful bond salesman is that he should be a glutton for knowledge, knowledge of the world of business, of affairs, of public opinion and of general conditions. He must read the newspapers with avidity, particularly the columns devoted to the editorials, to financial matters, and to the railroads. He must supplement this by careful reading of the financial papers and magazines, and by such text books and articles as appear from time to time.

To sell successfully, the salesman must know not only the issue he is offering, but nearly everything else that may arise in reference to financial matters. The clients of the salesman belong to the class that has shown the ability to gather money, and they have given, naturally, considerable time and thought to the subject of its investment. The largest factor in the personal equation in bond selling is the necessity that the client should realize that the salesman knows his subject. No one, of choice, goes to a bad lawyer for advice, nor to a physician who is behind the times, nor will

# Bond Salesmanship

**Frederick Albert McCord**



## **Bond Salesmanship:**

*Bond Salesmanship* William W. Townsend,1924     *Bond Salesmanship* William W. Townsend,1924     **The Work of the Bond House** Lawrence Chamberlain,2000-09     **The Principles of Bond Investment** Lawrence Chamberlain,George William Edwards,1999-10     **The Art of Selling Bonds** Frederick Albert McCord,1924     *Printed Salesmanship* ,1926  
Course of Study for Bond Salesmen; Elementary ,1923     The Minute Man ,1943     5th War Loan Campaign Book ,1944     **The Daily Bond Buyer** ,1925     **Pass the 7** Robert Mark Walker,2007 FINRA is the successor to the National Association of Securities Dealers Inc NASD     *Bond Markets, Analysis, and Strategies, tenth edition* Frank J. Fabozzi,Francesco A. Fabozzi,2021-12-07 The updated edition of a widely used textbook that covers fundamental features of bonds analytical techniques and portfolio strategy This new edition of a widely used textbook covers types of bonds and their key features analytical techniques for valuing bonds and quantifying their exposure to changes in interest rates and portfolio strategies for achieving a client s objectives It includes real world examples and practical applications of principles as provided by third party commercial vendors This tenth edition has been substantially updated with two new chapters covering the theory and history of interest rates and the issues associated with bond trading Although all chapters have been updated particularly those covering structured products the chapters on international bonds and managing a corporate bond portfolio have been completely revised The book covers the basic analytical framework necessary to understand the pricing of bonds and their investment characteristics sectors of the debt market including Treasury securities corporate bonds municipal bonds and structured products residential and commercial mortgage backed securities and asset backed securities collective investment vehicles methodologies for valuing bonds and derivatives corporate bond credit risk portfolio management including the fundamental and quantitative approaches and instruments that can be used to control portfolio risk     **Duration, Convexity, and Other Bond Risk Measures** Frank J. Fabozzi,1999-05-15 Duration Convexity and other Bond Risk Measures offers the most comprehensive coverage of bond risk measures available Financial expert Frank Fabozzi walks you through every aspect of bond risk measures from the price volatility characteristics of option free bonds and bonds with embedded options to the proper method for calculating duration and convexity Whether you re a novice trader or experienced money manager if you need to understand the interest rate risk of a portfolio Duration Convexity and other Bond Risk Measures is the only book you ll need     *Bond Investing For Dummies* Russell Wild,2012-07-20 Your friendly guide to trading the bond and bond fund market Bonds and bond funds are among the safest and most reliable investments you can make to ensure an ample and dependable retirement income if you do it right Bond Investing For Dummies helps you do just that with clear explanations of everything you need to know to build a diversified bond portfolio that will be there when you need it no matter what happens in the stock market This plain English guide clearly explains the pros and cons of investing in bonds how they differ from stocks and the best and worst ways to select and purchase bonds for your needs You ll get up to

speed on the different bond varieties and see how to get the best prices when you sell Covers the ups and downs of today's market which reinforces the importance of bonds in a portfolio Explains how a radical fall in interest rates make bond investing trickier than ever Explores the historic downgrade of U S Treasuries and its possible effects on government bonds If you're an investor looking for a resource that helps you understand evaluate and incorporate bonds into your portfolio Bond Investing For Dummies has you covered

**The Marketing of Bonds** Forest Garner Thorne,1920

**Bond Investing for Canadians for Dummies** Andrew Dagens,Russell Wild,2023-12-19 Expert information and easy to follow advice for today's Canadian bond investors Bond Investing For Canadians For Dummies will show you how to invest in bonds in today's environment and strengthen and protect your investment portfolio Bonds are a great choice for anyone looking to make a smart investment that will provide a steady income and this book is a great choice for anyone ready to get started With clear jargon free guidance on the best reasons to buy various types of bonds and what type of bonds to invest in you'll be ready to minimize your investment risks by adding bonds to your portfolio Let this book which focuses on the Canadian bond market teach you to wisely buy and sell your bonds by considering both risks and returns Find out how to make the right bond investment for you Identify your investment goals and choose the best investment strategy for you Use Canadian and international bonds to diversify your portfolio and build a safe income stream Learn about the many different types of bonds including Government of Canada Bonds and treasuries municipal and provincial bonds and agency bonds Find out how to buy bonds at the right time and when to sell Understand the risks and returns on your bonds so you can meet your personal targets Learn about the impact of Canadian taxes on bonds and other fixed income investments Bond Investing For Canadians For Dummies is perfect for new and experienced investors who want to learn all the ins and outs of the bond market

International Bond Markets (Routledge Revivals) David Gowland,2013-10-08 First published in 1990 International Bond Markets analyses how the markets in public sector debt have developed and how they operate in a number of countries including those with chronic budget deficits Alongside a detailed introduction to government borrowing chapters consider the bond markets and debt management systems of the U S A Japan France Italy and the U K With governments around the world struggling to manage their huge deficits this is a particularly relevant title to students observing the current global economic situation and those with a general interest in public debt management and bond markets

**Investing in Bonds For Dummies** Russell Wild,2023-07-27 Improve the strength of your portfolio with this straightforward guide to bond investing Investing in Bonds For Dummies introduces you to the basics you need to know to get started with bond investing You'll find details on understanding bond returns and risks and recognizing the major factors that influence bond performance Unlike some investing vehicles bonds typically pay interest on a regular schedule so you can use them to provide an income stream while you protect your capital This easy to understand guide will show you how to incorporate bonds into a diversified portfolio and a solid retirement plan Learn the ins and outs of buying and selling bonds and bond

funds Understand the risks and potential rewards in corporate bonds government bonds and beyond Diversify your portfolio by using bonds to balance stocks and other investments Gain the fundamental information you need to make smart bond investment choices This Dummies investing guide is great for investors looking for a resource to help them understand evaluate and incorporate bonds into their current investment portfolios Sales Management ,1943-07 **Minute Man** ,1943

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