

Jeff Kreisler

Expert on Behavioral Economics, Best-Selling Author, and Former Stand-up Comedian

Understanding Why We Do the Things We Do.

Why don't we value our future comfort and security as much as our present pleasure and spending? Why do certain choices often feel like they cause physical pain? Why does having to choose between too many, complex options cause us to make irrational choices? Jeff explores these questions and more as he dives into the heart of our decision-making process.

Sharing his dynamic take on the behavioral science at work behind our collective decision-making, Jeff exposes and explores the hidden forces that secretly drive our choices. Plus, he explains why irrational behavior often interferes with best intentions when it comes to our relationships, careers, savings structures, and more. Packed with "aha!" moments, this talk also offers practical (and often entertaining) insights help create better decision-making structures for the irrational and illogical among us.

Behavioral Finance For Investors & Wealth Managers: A Guide for Professional Investors & Fund Managers On The Forces Impacting Their Money Management Decisions.

In this tailored talk for wealth managers, Jeff Kreisler not only covers his primary research on behavioral economics but also explores the ways human psychology impacts client relationships with financial professionals.

Touching on things like how to build trust and win new clients, how to lead people to make more rational decisions that are not rooted in emotion, and how to encourage clients to "compete on saving" rather than on spending, Kreisler offers a fast-paced and informative look at the human behavior that drives client interactions with money and financial institutions—plus how to talk to clients in a way that drives moves the needle more closely towards win-win scenarios.