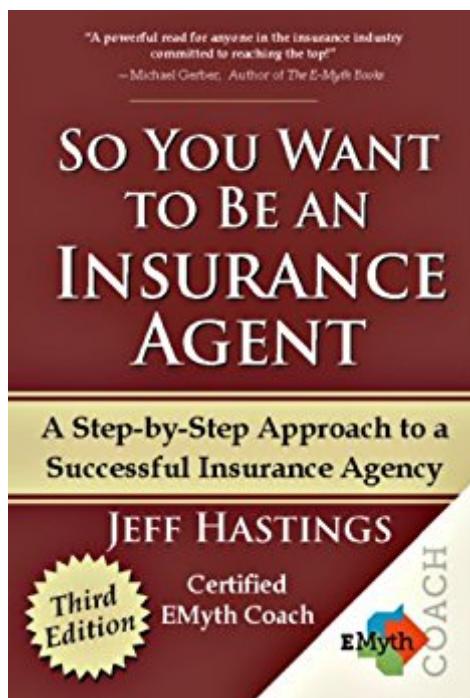


The book was found

# So You Want To Be An Insurance Agent Third Edition



## **Synopsis**

There is more to selling insurance than writing policies. When done right, you can build a successful business that affords you a lifestyle most people only dream about. Why try to figure it out on your own when you can learn from someone who has already been there and done that? Jeff Hastings knows insurance, and he knows how to build a profitable business. Since starting as a file clerk with Farmers Insurance Group in 1985, Jeff has built an extraordinary business, consistently receiving top awards, including District Manager of the Year in 2005. He and the agents in his district have achieved phenomenal success, and now he shares the keys to their success with you. Many of the business tools you will need are included, such as licensing guidelines, a business plan, employment contracts, an employee handbook, business forms and more. If you are serious about building your own insurance agency, *So You Want to Be an Insurance Agent* gives you a complete system to develop, manage and grow your business.

## **Book Information**

File Size: 1808 KB

Print Length: 274 pages

Publisher: Chart House Press; Third edition (February 9, 2014)

Publication Date: February 9, 2014

Sold by: Amazon Digital Services LLC

Language: English

ASIN: B00ICTVM12

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #235,709 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #13 in Kindle Store > Kindle eBooks > Business & Money > Industries > Insurance > Business #57 in Books > Business & Money > Insurance > Business #879 in Kindle Store > Kindle eBooks > Business & Money > Entrepreneurship & Small Business > Entrepreneurship

## **Customer Reviews**

The title should really be "How to start your own insurance agency." It does not discuss how to go about selling insurance. It was ok.

I am 5 years into building my agency and I so wished that I would have followed this as a guide. Looking forward to making some changes and exploding the growth of my practice!

Not really the book I wanted. I wanted to learn techniques to become an insurance agent. Book title should be " so you want to start an insurance agency" 3 stars

I enjoyed this book, very insightful and gives a good understanding of running an agency. I would recommend it to anyone thinking about starting an agency.

Simple book ... common ideas... but well organized to keep thoughts and plans in order

Great information

Great Read.

It really showed me some great ideas to apply into my own practice. The PIF concept is powerful as a good to aim.

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