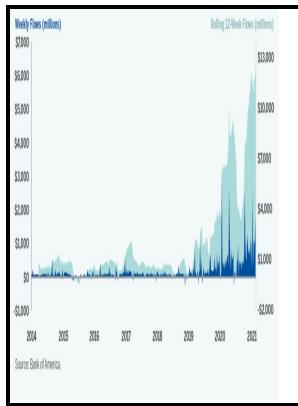


Trusting yourself - how to overcome the psychological barriers to reaching your potential selling life insurance, investments, and financial planning services

High Plains Pub. - Preparing for a Pandemic



Description: -

- Investments.

Investment advisors -- Psychology.

Insurance agents -- Psychology.

Selling -- Life insurance -- United States. Trusting yourself - how to overcome the psychological barriers to reaching your potential selling life insurance, investments, and financial planning services

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Notes: Includes bibliographical references (p. 149-151).

This edition was published in 1988



Filesize: 45.51 MB

Tags: #Sidney #C. #Walker #~ #Sales #Training, #Sales #Coaching #& #Sales #Tips

Sidney C. Walker ~ Sales Training, Sales Coaching & Sales Tips

The common tendency to capitalise the first letters - Psychological Contract - as if it were a uniquely significant thing a 'proper noun' like we do for names and important things like Planet Earth or the Big Bang or Wednesday. The better the information they have, the more effective their actions will be.

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Banking job vacancies were relatively scarce. Those insults say less about you and far more about the person who said them. Efficiency in cost control and inventory management has allowed net income to increase while revenues decreased in 1999.

Choiceology

This is true in life generally, not just in work. However there is no guarantee that any particular business model will last for ever.

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Both of the above could be described as persuasion, but they are quite different approaches. Use the framework to map your own situation, rather than attempting to fit your own situation into the specific examples given. Moreover they have access to, and control over, substantial modern technologies which will continue to evolve in favour of the individual, rather than the organization.

The Psychological Contract

Many of my friends and family criticized saying it was risking to work from home and there was too much competition out there to do it.

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