



Pocket Principles for the Insurance Business: 365 Daily Principles for Embracing the Adversity of the Insurance Business

By B a Newman

iUniverse, United States, 2008. Paperback. Book Condition: New. 190 x 127 mm. Language: English . Brand New Book ***** Print on Demand *****.Pocket Principles for the Insurance Business provides daily motivation for those in the insurance industry who wish to embrace adversity in order to reach success. As a seasoned life insurance salesman who has qualified for the million dollar roundtable every year he s been in the business, B.A. Newman truly understands the ups and downs of a business that has a retention rate of just 12 percent, and he provides the tools necessary to face rejection and rely on it as a positive influence when success seems unattainable. His inspirational snippets include relational and easily applied advice such as: work for the best companies, listen to your clients, love what you do, and don t sacrifice your reputation to make a sale. In a profession that can sometimes seem more like a roller coaster ride than smooth sailing, these motivational quotes will help inspire anyone to do great things . every day. Ben s Principles help our producers keep striving for goal achievement even on their toughest days. -Michael T. Fleming, CLU, ChFC General Manager Financial Advisor, Mass...



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