

So You Want to Be an Insurance Agent: A Step-by-step Approach to a Successful Insurance Agency, 2008, 228 pages, Jeffrey L. Hastings, 097900361X, 9780979003615, Lightning Source Incorporated, 2008

There is more to selling insurance than writing policies. When done right, you can build a successful business that affords you a lifestyle that most people only dream about. So You Want to Be an Insurance Agent is an essential guide for anyone who is considering opening an insurance agency or wants to grow an existing agency. Highly recommended by Dr. Robert Hartwig, President of the Insurance Information Institute, and Michael Gerber, author of the E-Myth books, this book provides a complete system to develop, manage and grow a successful insurance business. It contains everything you need including a personality assessment to determine if this business is right for you, licensing guidelines, a business plan, employee contracts, an employee handbook, business forms and more.

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