

GoCKhow~to~start~and~build~an~insurance~agency~an~insurance~agency~and~brokerage~guidebook

David M Duford

How to Start and Build an Insurance Agency Michael Bonilla,2018-03 Are you a struggling Agency Owner? Brand new to the industry or thinking about starting from scratch? This book is a process focused book that is engaging and easy to read. I wrote this book to be read in a single sitting and easily adaptable for a broker or agent. Topics discussed; marketing, selling, prospecting, script building, different types of agency models, and other important topics for Agencies.

How to Start and Build an Insurance Agency. Edition 2: An Insurance Agency and Brokerage Guidebook. Michael Bonilla,2018-07-31 Are you thinking about getting into the insurance business? Already in it and need a refresher? Struggling to grow and find ways to sell on value? Having a hard time marketing or growing? This revised version by Michael Bonilla, former insurance agency owner and broker has packed this edition full of relevant information facing new and existing agents.

HOW I BUILT MY SUCCESSFUL HEALTH INSURANCE AGENCY WITH OBAMACARE PLANS GATHONI NJENGA,2020-01-25 *HOW I BUILT MY SUCCESSFUL HEALTH INSURANCE AGENCY WITH OBAMACARE PLANS* is a helpful easy-to-follow step-by-step guide to help any independent health insurance broker to build a healthy book of business. In this book, I walk you through some of the actions I took to help me build my agency. I walk you through the contracting phase, all the way to prospecting and the tools and methods I use to help sign up clients and my techniques for introducing other insurance products and solutions to my clients.

So You Want to Be an Insurance Agent Third Edition Jeff Hastings,2013-07 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.

Duties of Insurance Agents and Brokers Alan I. Bossin, 1995

Guide To Create An Insurance Agency Georgiann York, 2021-05-14 As the owner of an insurance agency, your job is to guide customers through the buying process and assist them in determining what policy most closely fits their needs. In addition to the initial sale of an insurance policy, brokers regularly meet with clients to ensure the policy is still the best fit. Many agents also act as the first point of contact should a claim arise. Due to the nature of the business, many insurance agents are their clients' most trusted advisors. This book will put you ahead of your peers and competitors.

The Official Guide To Selling Insurance For New Agents David M Duford, 2019-11-04 The Most Comprehensive Guide To Successfully Starting Your Insurance Sales Career... No Matter What Insurance Product You Sell... From The Perspective Of A Top Producing Insurance Agent And National Trainer! Did you know that the ugly truth of insurance sales is that over 90% of new agents FAIL within their first 12 months of getting their license? The sad truth is that insurance sales is TOUGH, and to succeed, you must have a strategy in place to avoid becoming another statistic. Taking his own experience succeeding AND failing out of insurance sales, David Duford has designed this guide to help new insurance agents navigate the most common pitfalls to selling insurance so you can improve your odds of a successful, lucrative career. The Official Guide To Selling Insurance For New Agents provides the blueprint to optimizing your new career as an insurance agent. This handbook explains: 1) How to avoid failure and achieve success. 2) How to select the best insurance product to sell. 3) How to identify and avoid joining agencies who are NOT working in your best interest. 4) A crash-course in understanding how to become a top-producing insurance agent.

The Insurance Handbook Marc Schwartz, 2020-10-15 A framework for agents and their staff. It hopes to provide enough detail to cover its various topics so that an agent or staff member will understand different areas of insurance and be able to supplement their knowledge with more specifics later. The descriptions and examples are meant to show how incorrect or incomplete coverage or advice can lead to problems.

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