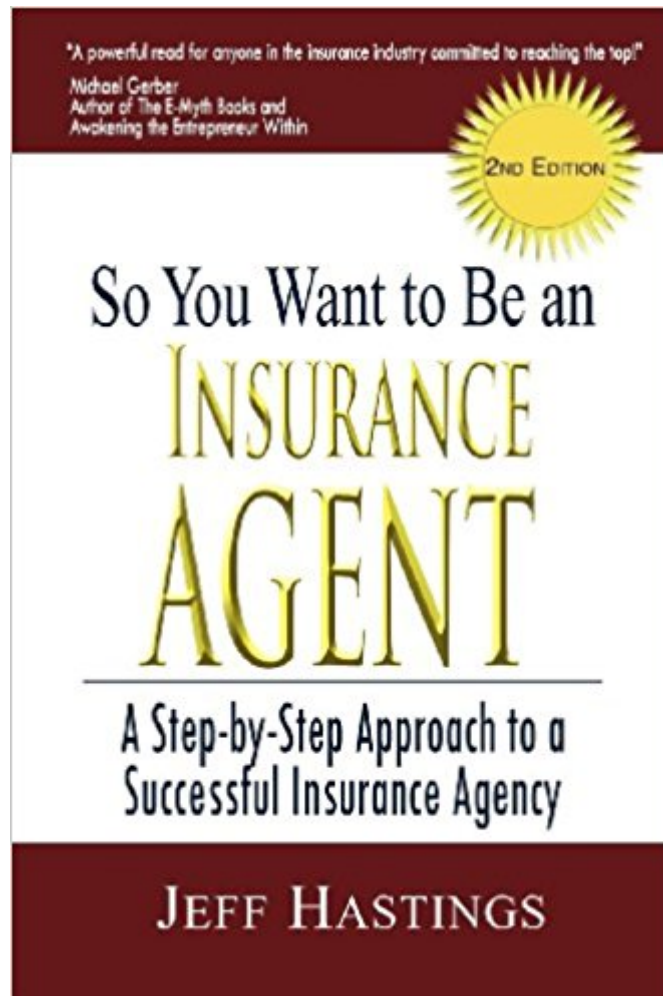




The book was found

# So You Want To Be An Insurance Agent 2nd 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 that 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.

## Book Information

Paperback: 240 pages

Publisher: Farmers Career Center; 2 edition (January 8, 2009)

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Product Dimensions: 6 x 0.5 x 9 inches

Shipping Weight: 12 ounces (View shipping rates and policies)

Average Customer Review: 3.8 out of 5 stars 22 customer reviews

Best Sellers Rank: #507,455 in Books (See Top 100 in Books) #90 in [Books > Business & Money > Insurance > Business](#) #2386 in [Books > Law > Business](#) #3649 in [Books > Business & Money > Small Business & Entrepreneurship > Entrepreneurship](#)

## Customer Reviews

I am not sure where all these positive reviews came from. Friends? Family? By the name of the book you would think that this would be helpful to someone who is new to the insurance business. This does not help AT ALL in getting started. This is geared for opening your own firm, which people do AFTER they have learned the ropes. New people, do NOT waste your money!!! Keep in mind that this is a print to order book, so it cannot be returned, something that was not mentioned in the seller's description.

This book is a nice tool to review some critical aspects of becoming an agent. Jeff has been there and has good ideas for new agents.

Somewhat interesting. If you want to be insurance then do so. This book does not help. Sorry

This book is great for anyone who wants to start his/her own agency. It covers topics related to setting up a selling system from the ground up. This book is best for the agent who has had some experience selling who is considering perhaps renting a storefront being more independent of the office he's working at. Interesting account and a great read.

Not really what I was looking for. It tells me more if I was going to go into my own Independent office, but not to tell me the day-to-day workings of an insurance agent that I was really interested in.

Great motivational quick read! Nothing technical but honest and to the point. A lot more about managing people and yourself than about selling insurance.

Ok but not what I expected.

Although it's a little thin in places, there is some good information scattered throughout this book for the startup insurance agent. Some of the information tracks real well with what we have been told in the Farmers Reserve program. Mr. Hastings doesn't give away all of his trade secrets, but it's enough to get going.

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