



How To Start Your Own Successful Insurance Agency

Scott Robertson CPCU

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This is a step by step instruction manual on the nuts and bolts of how to start your own insurance business. It goes beyond a business book by relating the personal side of starting a business, its effect on family and home life. There are useful tips for a beginners as well as the most seasoned veteran producer about how to get started on the right foot and make it to profitability in the shortest amount of time possible. This book is based on the writer's successful experience in setting up his own agency and making a family business work.

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