



The Building Blocks of Agency Development: A Handbook of Life Insurance Sales Management (Paperback)

By C. Nguyen Canh Ph.D. CLU ChFC

AUTHORHOUSE, United States, 2012. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Garry Kinder, CEO of The KBI Group says, In Dr. Canh s book, The Building Blocks of Agency Development - A Handbook of Life Insurance Sales Management, you will find systems that work and philosophies that win throughout the pages. Indeed this handbook will help new as well as experienced professionals in life insurance sales management with basic know-how to build a successful insurance agency and ideas to enable them to unleash their leadership potential and reach the pinnacle of their management career. Not only does this book clearly describe the fundamental systems and techniques that help lay a solid foundation for a growth agency, it also shows you step by step how to apply them in your daily management responsibilities. More importantly, you will learn from this book philosophies that guide you in the right direction to develop your leadership skills so that you may lead other people to achieve greater success in helping themselves and their clients in their goal to grow and protect their wealth.



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