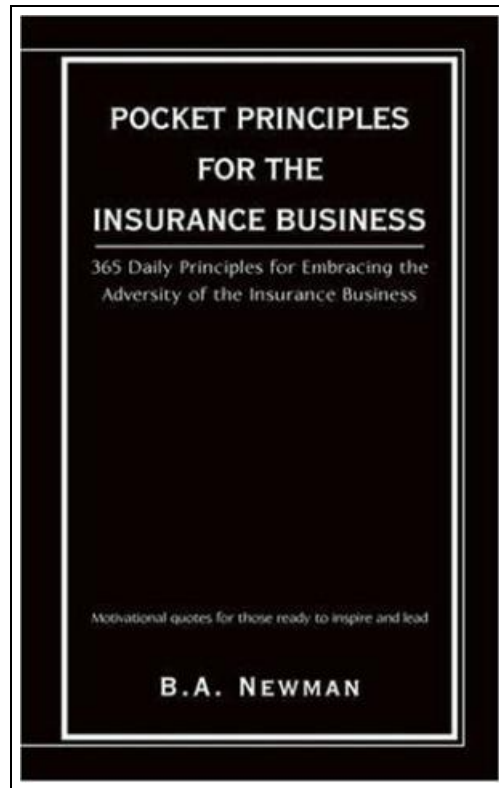


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iUniverse, United States, 2008. Paperback. Book Condition: New. 190 x 127 mm. Language: English . Brand New Book ***** Print on Demand *****.Pocket Principles for the Insurance Business provides daily motivation for those in the insurance industry who wish to embrace adversity in order to reach success. As a seasoned life insurance salesman who has qualified for the million dollar roundtable every year he s been in the business, B.A. Newman truly understands the ups and downs of a business that has a retention rate of just 12 percent, and he provides the tools necessary to face rejection and rely on it as a positive influence when success seems unattainable. His inspirational snippets include relational and easily applied advice such as: work for the best companies, listen to your clients, love what you do, and don t sacrifice your reputation to make a sale. In a profession that can sometimes seem more like a roller coaster ride than smooth sailing, these motivational quotes will help inspire anyone to do great things . every day. Ben s Principles help our producers keep striving for goal achievement even on their toughest days. -Michael T. Fleming, CLU, ChFC General Manager Financial Advisor, Mass Financial Group, Inc. Pockets principles will have an impact on my first Million Dollar Roundtable qualification . Mark E. Kull, Financial Representative Northwestern Mutual Financial Network, Louisville, Kentucky AUTHOR BIO Benjamin Newman is a life insurance salesman who is a several-time qualifier for the million dollar roundtable. He is Founder of Continued Fight, LLC, a company that helps organizations overcome challenges and seek positive outcomes. Benjamin and his wife Ami live in St. Louis, Missouri, with their son J. Isaac.



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