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The Insurance Wars An Independent Agents View From The Trenches

Lingsheng Yao



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The Insurance Wars Chuck Tompkins, 2005-01-01 Chuck Tompkins the CEO for Western Agency Inc has been in the trenches as an Independent Insurance agent for over 30 years This book is not just about how he created and grew his agency from scratch to the powerhouse it is today it is also the story of a person learning how to bootstrap a business In it Tompkins tells the many mistakes that he made as well as his secrets of success *The Insurance Wars* is a very unique book and is a must read for anyone in business for themselves Everyone is purchasing insurance in one form or another and yet so few of us actually know much about it It is impossible to read *The Insurance Wars* and not be able to save money on your own insurance program In addition the reason we have all purchased insurance is to protect ourselves in times of catastrophic loss Yet once again we are all so helpless when claim time comes *The Insurance Wars* talks extensively about losses and how an agent should be helping you the client get the best possible claim service you can possibly receive *The Insurance Wars* is a hard hitting solid commentary on small business today and in particular the Insurance Industry It is a quick read will save you money and will make you laugh out loud

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