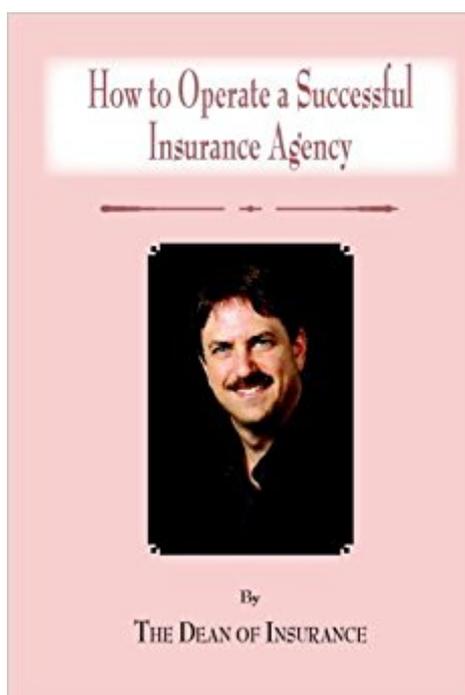


The book was found

How To Operate A Successful Insurance Agency: By The Dean Of Insurance



Synopsis

YOU WILL BE ABLE TO START AN INSURANCE BUSINESS FROM WORK OR HOME. WE TELL YOU HOW TO RUN THE BUSINESS, GET YOUR INSURANCE COMPANIES AND LICENSES. FIND OFFICE EQUIPMENT, AND SUPPLIES AT DISCOUNT PRICES.

Book Information

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Customer Reviews

Born Dean F Morgan in Chicago IL April 10, 1960. Married Danette Morgan April 1, 1990 with Sean age 9 and Maura 14. Moved to Dallas TX Feb 1981. Received Insurance license in 1984 for life and health and property and casualty license in 1988. Real estate broker in 1985 and mortgage broker in 1998. Started Dean Morgan Insurance Feb 1988. Averaged \$500,000 year until 2001 when the market changed direction. Closed business and retired in 2005. Became a manager of my wife's insurance agency and consulted and organized the office with my best friend William Sacks from Chicago. This business is on the Web only. It also makes \$500,000 gross per year. We owned 3 retail stores called Wild At Heart. Owned a painting and collection company as well. Live in a 2 story house and drive a Mercedes.

This book helped me get through all my problems with starting an agency. It's easy to read and the accord forms were great. If you ever wanted a book that tells you how to run your business properly, this is the book. I recommend it to all my friends.

Highly Recommend! just fine, as a gift to Tommy, very patient and helpful. feel very good .

One rule I've always tried to follow is to learn from someone who has experience and knows what they're talking about. Dean Morgan has built more than one highly successful insurance agency from the ground up. One review here complains about the inclusion of forms...but this is actually a plus, in my opinion. This book shows the practical steps to actually setting up an agency...including the needed forms. It's hands-on help from somebody who shares what he knows, which in this case, is plenty.

I've never been so disappointed with a purchase. There is nothing in this book that is the least bit helpful. The book is very short, and a large portion of the book is nothing more than copies of insurance forms.

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