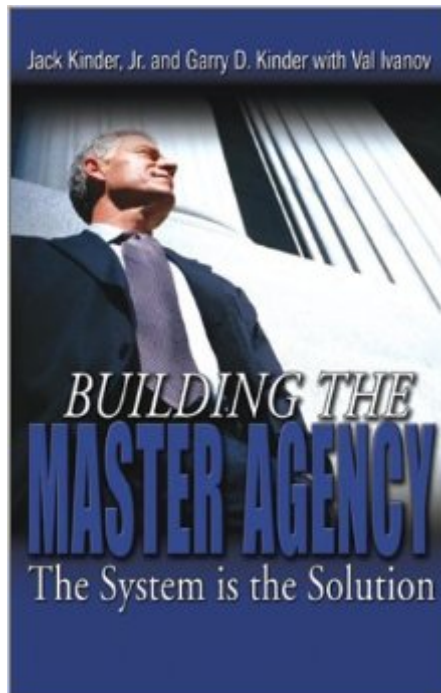


The book was found

Building The Master Agency: The System Is The Solution



Synopsis

Discover how to build a world-class agency from the masters of the industry. Systematic approach has proven effective at increasing success and aiding producers to reach their greatest potential. Shares valuable trade secrets and time tested techniques for charting your course and sticking to it. Packed with invaluable tips on achieving sustainable performance and profits featuring 10 topic specific systems from training to marketing to motivating and more.

Book Information

Hardcover: 328 pages

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Language: English

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Product Dimensions: 6.1 x 1.3 x 9.1 inches

Shipping Weight: 1.4 pounds

Average Customer Review: 4.4 out of 5 starsÂ Â See all reviewsÂ (8 customer reviews)

Best Sellers Rank: #83,137 in Books (See Top 100 in Books) #9 inÂ Books > Business & Money > Insurance > Business #2026 inÂ Books > Textbooks > Business & Finance

Customer Reviews

simply one of the finest books ever written with the CEO, trusted advisor, agency head. Garry and Jack Kinder, along with their team, continue to stand alone in the world of insurance and financial services management and sales consultant. Simply the best.

I would guess that there is a small audience for this type of book, but if you are trying to build an insurance agency it is of great help. From how to recruit agents to how to keep them happy and motivated, this book is a blueprint to success. I'm sure it would help in similar fields as well where hiring the best and training them to be better is important. The Kinder Brothers have decades of success behind them so why not learn from Jack and Garry and cut down dramatically on the number of mistakes you might have made had you not read "Building the Master Agency".

I read this book in a bout 3 days, and was impressed with how detailed the book is. In some cases it gives you scripts for interviewing producers and other employees. It does give a very good overview to the design and strucutre of a hig producing office.

Pretty good book with lots of useful information...recommended to people who runs a business or agencies to boost up performances and productions. ‘• ~%

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