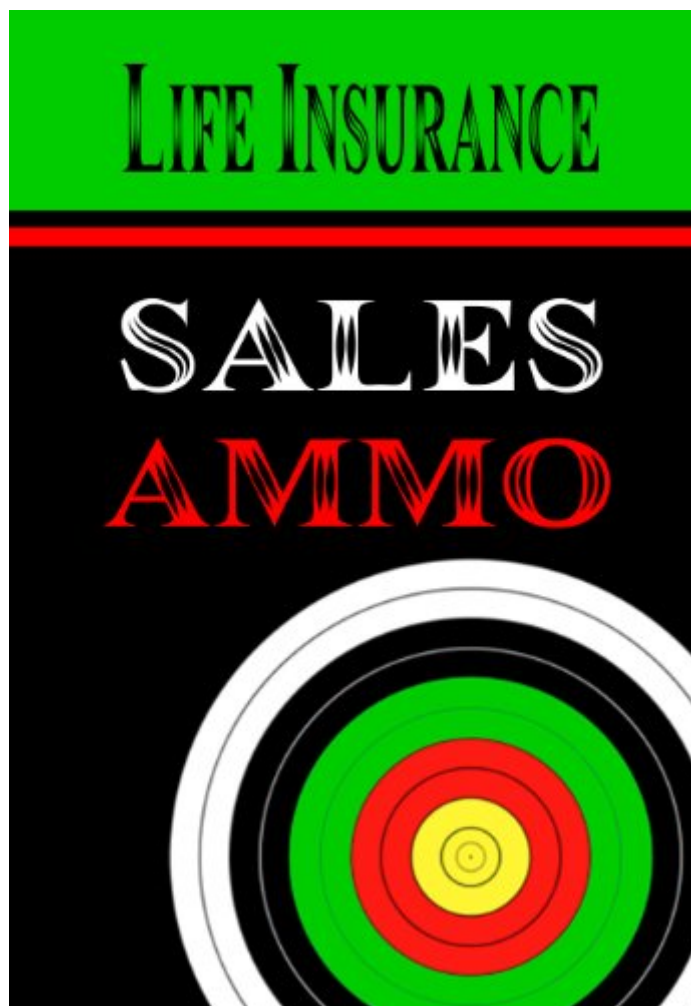


The book was found

Life Insurance Sales Ammo



Synopsis

This manual is a collection of hundreds of sales tips and ideas from over 30 years of meetings, discussions and on the job practice. Included are hundreds of Probing Questions, Answers to the most common Objections, and Power Phrases to take your sales to the next level! A MUST-HAVE Life Insurance Sales Handbook to help Life Insurance professionals dynamically increase their sales!

Book Information

File Size: 328 KB

Print Length: 94 pages

Simultaneous Device Usage: Unlimited

Publisher: CreateSpace; 1 edition (April 11, 2006)

Publication Date: April 11, 2006

Sold by:Ã Â Digital Services LLC

Language: English

ASIN: B004NSVJ14

Text-to-Speech: Enabled

X-Ray: Enabled

Word Wise: Enabled

Lending: Enabled

Screen Reader: Supported

Enhanced Typesetting: Enabled

Best Sellers Rank: #549,894 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #93

inÃ Â Books > Business & Money > Insurance > Life #937 inÃ Â Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Sales & Selling #1955 inÃ Â Kindle Store > Kindle Short Reads > Two hours or more (65-100 pages) > Business & Money

Customer Reviews

The book triggers the creativity we all have to communicate what we have to offer. A sales persons best tool are the words. This book will help you to execute what must be said to inspire a client to take action.

This info is great to have. I don't appreciate some of the pressure sales talk but I guess it would be useful to have a swift comeback if a client got sassy! Ha ha! It's a bit much but, GOD, without it, the

book would not be as much fun to read. It is a fun read. I have shared a couple of quips with colleagues and they were like, "WHAT BOOK IS THAT FROM?"!

This book has some good information, although for content it should be priced about \$2.99

It has important material that is not in the training but from experienced sources . At least 10 items should be memorized Great.

The best of them all. I hope you don't buy it so I don't have to compete against you.

Great responses for any sales resistance. Really a good book for all sales fields.

This is a great book for new agents who are entering the Life Insurance industry. Read the book, find what you're comfortable with saying to handle various common objections. Well worth the money. I provide it to all my new staff.

Quick Read. If your in insurance sales and you are in need of ways to rebuttal then this book will give you some ammunition. I gave the book a three star because I am a firm believer that if you do a thorough fact finder and a clear presentation, and what you are offering is clearly in the best interest of the client, rebuttals are not needed.

[Download to continue reading...](#)

INSURANCE: The Ultimate How-To Guide on Deciding What Insurance Is Right for You (Insurance, Insurance policies, AIG story, Risk Management, Coverage, Life insurance, Book 1) AUTO

INSURANCE: A Business Guide On How To Save Money On Car Insurance (Home insurance, car insurance, health insurance) Life Insurance Sales Success Formula: A Comprehensive Guide to Building a Successful Life Insurance Sales Career Life Insurance Sales Ammo Gun

Digest - Handgun Ammo & Calibers Concealed Carry eShort: Learn the most effective handgun calibers & pistol ammo choices for the self-defense revolver. (Concealed Carry eShorts)

Gun Digest - Concealed Carry Gun Ammo eShort: Learn how to choose effective self-defense handgun ammo. (Concealed Carry eShorts) Car insurance book: A Complete Guide to

Car insurance (Auto insurance book, Understanding your car insurance) Life Insurance Made Easy: A Quick Guide - Whole Life Insurance Policy and Term Life Insurance Coverage Questions

Answered Money. Wealth. Life Insurance.: How the Wealthy Use Life Insurance as a Tax-Free

Personal Bank to Supercharge Their Savings The Digital Life Insurance Agent: How To Market Life Insurance Online And Sell Over The Phone Questions and Answers on Life Insurance: The Life Insurance Toolbook The Sales Survival Handbook: Cold Calls, Commissions, and Caffeine Addiction--The Real Truth About Life in Sales Little Red Book of Sales Answers: 99.5 Real Life Answers that Make Sense, Make Sales, and Make Money Psychology of Sales : From Average to Rainmaker: Using the Power of Psychology to Increase Sales Sales: How To Sell, Influence People, Persuade, and Close The Sale (Job Interview,Negotiating,Sales,Resumes,Persuasion,Business Plan Writing Book 4) The Sales Playbook: for Hyper Sales Growth Outsourcing the Sales Function: The Real Costs of Field Sales ASAP Accelerated Sales Action Plan: Professional Sales Agent Version Sales EQ: How Ultra High Performers Leverage Sales-Specific Emotional Intelligence to Close the Complex Deal Cracking the Sales Management Code: The Secrets to Measuring and Managing Sales Performance (Business Books)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)