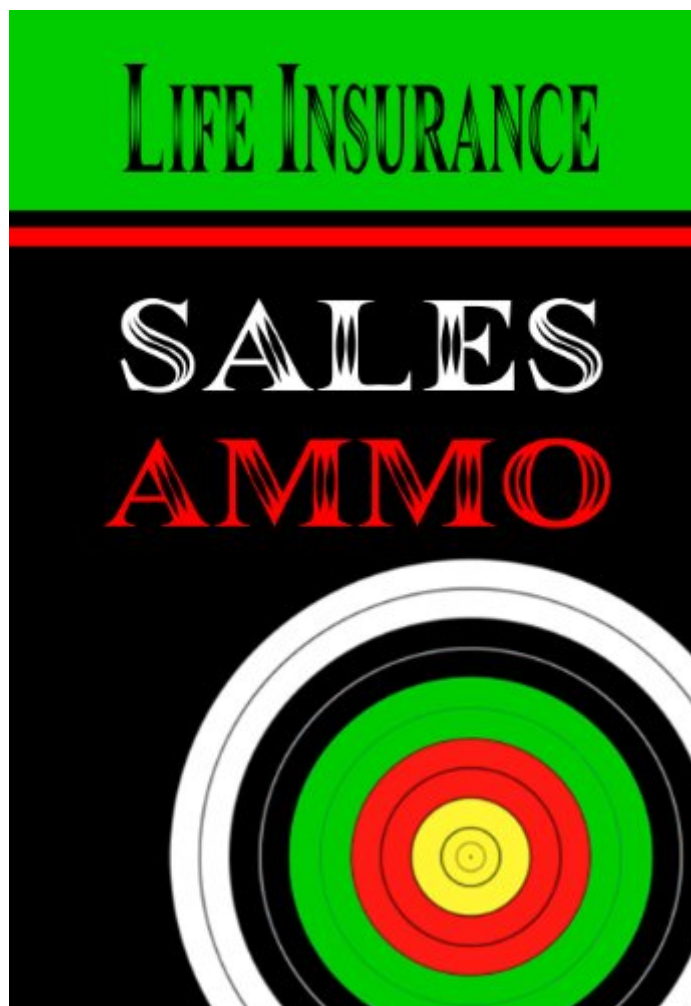


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Life Insurance Sales Ammo



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

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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 ammonition.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.

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