



## Working and Winning, or How to Succeed in Life Insurance Field Work: A Summary of the Necessary Qualifications, with Numerous Suggestions Gathered from the Experiences of Many Successful Solicitors (Classic Reprint) (Paperback)

By Ernest Clifton Johnson

Forgotten Books, 2017. Paperback. Condition: New. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. Excerpt from Working and Winning, or How to Succeed in Life Insurance Field Work: A Summary of the Necessary Qualifications, With Numerous Suggestions Gathered From the Experiences of Many Successful Solicitors Some one has said that selling life insurance is the best paid hard work in the world. Another has called it a work in which intelligent and persistent efforts are bound to produce results. Still another has defined it as a business Of unlimited possibilities without a dollar Of invested capital. All three Of these statements are true. NO work is - more important and few occupations are more attractive. Selling life insurance is a very independent line Of business, since a man may work as much or as little as he chooses. But its independence makes it dangerous, as there is always present the temptation to take life a little too easily. About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books. Find more at This book is a reproduction of an important historical work. Forgotten Books uses state-of-the-art technology to digitally reconstruct the work, preserving the...



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