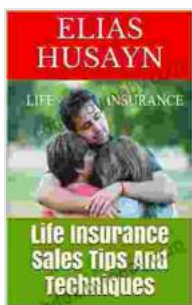


# Life Insurance Sales Tips And Techniques: The Ultimate Guide To Success

If you're looking to build a successful career in life insurance sales, then you need to read this book. Life Insurance Sales Tips And Techniques is the ultimate guide to help you become a top-producing agent. This book covers everything you need to know, from prospecting and lead generation to closing the sale and providing excellent customer service.



## Life Insurance Sales Tips And Techniques by Clare Thomson

★★★★★ 5 out of 5

Language	: English
File size	: 1284 KB
Text-to-Speech	: Enabled
Screen Reader	: Supported
Enhanced typesetting	: Enabled
Word Wise	: Enabled
Print length	: 169 pages
Lending	: Enabled



## What You'll Learn in This Book

- How to find and qualify potential clients
- How to build rapport and trust with clients
- How to present your products and services effectively
- How to overcome objections and close the sale
- How to provide excellent customer service

## **Why You Need This Book**

If you're serious about building a successful career in life insurance sales, then you need to have the right tools and knowledge. Life Insurance Sales Tips And Techniques provides you with everything you need to know to succeed in this competitive industry.

This book is packed with valuable information that can help you:

- Increase your sales
- Close more deals
- Build a loyal client base
- Earn more money

## **Free Download Your Copy Today**

Don't wait another day to start building your successful career in life insurance sales. Free Download your copy of Life Insurance Sales Tips And Techniques today!

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# TOP 4 STRATEGIES FOR HARD TO INSURE LIFE INSURANCE APPLICANTS

BEFORE SUBMITTING A LIFE INSURANCE APPLICATION TO AN INSURER, ALWAYS ASK YOUR BROKER TO SEND A PRELIMINARY INQUIRY TO THE UNDERWRITING DEPARTMENT FIRST. THIS WILL GIVE YOU A GOOD IDEA OF THEIR MOST LIKELY UNDERWRITING DECISION AND HELP AVOID TROUBLESOME DECLINES.

STRATEGY 01



STRATEGY 02

SUBMITTING A FEW LIFE INSURANCE APPLICATIONS TO MULTIPLE CARRIERS CAN INCREASE YOUR CHANCES OF BEING APPROVED WITH A LOW PREMIUM RATING. WHEN MULTIPLE COMPANIES ARE COMPETING FOR YOUR BUSINESS THE ODDS ARE IN YOUR FAVOUR FOR A FAVOURABLE DECISION.

ASK YOUR BROKER TO WRITE UP A COVER LETTER TO ACCOMPANY YOUR APPLICATION. THIS IS A GOOD PLACE TO EXPLAIN YOUR UNIQUE MEDICAL HISTORY AND/OR HIGH RISK ACTIVITIES FULLY IN DEPTH.

STRATEGY 03

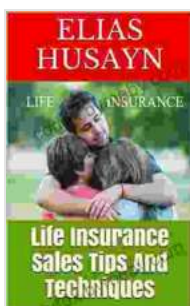


STRATEGY 04

MAKE SURE YOUR BROKER IS AWARE CHANGING LIFE INSURANCE UNDERWRITING TRENDS. CHANGES ARE ALWAYS OCCURRING IN THE UNDERWRITING FIELD SO STAYING IN-THE-KNOW IS KEY TO A SUCCESSFUL LIFE INSURANCE APPLICATION.

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