



 Get Print Book

Secrets of Successful Insurance Sales

By Jack Kinder Jr., Garry Kinder



Download



Read Online

Secrets of Successful Insurance Sales By Jack Kinder Jr., Garry Kinder

This book grew out of the discovery, in 1986, of an unpublished manuscript by Napoleon Hill, author of *Think and Grow Rich*. Michael J. Ritt, Jr., executive director of the Napoleon Hill Foundation in Northbrook, IL, knew that sometime during the 1950s Hill had written a book entitled *The Science of Successful Insurance Selling*, but the work had been lost among the trucks full of papers left by the author at his death in 1970. Hill had organized the text as a series of seventeen lessons, apparently to be taught in a seminar context, each lesson based on one of the seventeen principles of success that he and W. Clement Stone developed when they worked together on seminar and books, including the self-help classic *Success through a Positive Mental Attitude*. Ritt was elated with his find. He knew that insurance-industry examples and figures were too outdated to make the book viable as it stood, yet it would be a shame to let the old master's view on insurance sales languish forever in a dusty archive box. So he sought W. Clement Stone's advice on what to do with it...



[Download Secrets of Successful Insurance Sales ...pdf](#)



[Read Online Secrets of Successful Insurance Sales ...pdf](#)

Secrets of Successful Insurance Sales

By Jack Kinder Jr., Garry Kinder

Secrets of Successful Insurance Sales By Jack Kinder Jr., Garry Kinder

This book grew out of the discovery, in 1986, of an unpublished manuscript by Napoleon Hill, author of *Think and Grow Rich*. Michael J. Ritt, Jr., executive director of the Napoleon Hill Foundation in Northbrook, IL, knew that sometime during the 1950s Hill had written a book entitled *The Science of Successful Insurance Selling*, but the work had been lost among the trucks full of papers left by the author at his death in 1970. Hill had organized the text as a series of seventeen lessons, apparently to be taught in a seminar context, each lesson based on one of the seventeen principles of success that he and W. Clement Stone developed when they worked together on seminar and books, including the self-help classic *Success through a Positive Mental Attitude*. Ritt was elated with his find. He knew that insurance-industry examples and figures were too outdated to make the book viable as it stood, yet it would be a shame to let the old mater's view on insurance sales languish forever in a dusty archive box. So he sought W. Clement Stone's advice on what to do with it...

Secrets of Successful Insurance Sales By Jack Kinder Jr., Garry Kinder Bibliography

- Sales Rank: #115940 in Books
- Published on: 2012-03-26
- Original language: English
- Number of items: 1
- Dimensions: 9.00" h x .68" w x 6.00" l,
- Binding: Paperback
- 272 pages

 [Download Secrets of Successful Insurance Sales ...pdf](#)

 [Read Online Secrets of Successful Insurance Sales ...pdf](#)

Download and Read Free Online Secrets of Successful Insurance Sales By Jack Kinder Jr., Garry Kinder

Editorial Review

Review

An excellent book about success, both in selling insurance and in life. A refreshing affirmation of key principles that many of the most respected agents I know use as the foundation of their business success. -- Arch Cassidy Agency Manager, The Equitable

After a score of years in the field where they 'lead by example' and years of preaching that which they practiced, the Kinders and W. Clement Stone share their greatest secrets in this, their finest text. --Gary Schulte, CLU, Sr. Vice President, CMO, Executive Life

Not only does this book offer solid and specific information in the usual Kinder -style, but it introduces the 'value added' approach...just what our industry needs right now. --Bill Campbell, CLU, Vice President, Farm Bureau Insurance

About the Author

Napoleon Hill was born in 1883 in Wise County, Virginia. He began his writing career at age 13 as a "mountain reporter" for small town newspapers and went on to become America's most beloved motivational author. His work stands as a monument to individual achievement and is the cornerstone of modern motivation. His most famous work, Think and Grow Rich, is one of the best-selling books of all time. Hill established the Foundation as a nonprofit educational institution whose mission is to perpetuate his philosophy of leadership, self-motivation, and individual achievement. www.naphill.org

Users Review

From reader reviews:

Scott Roche:

Nowadays reading books be than want or need but also get a life style. This reading behavior give you lot of advantages. The benefits you got of course the knowledge even the information inside the book that improve your knowledge and information. The details you get based on what kind of reserve you read, if you want attract knowledge just go with schooling books but if you want truly feel happy read one together with theme for entertaining including comic or novel. Often the Secrets of Successful Insurance Sales is kind of reserve which is giving the reader unstable experience.

Lori Thomas:

The guide untitled Secrets of Successful Insurance Sales is the e-book that recommended to you to read. You can see the quality of the reserve content that will be shown to a person. The language that article author use to explained their way of doing something is easily to understand. The author was did a lot of investigation when write the book, therefore the information that they share for your requirements is absolutely accurate. You also will get the e-book of Secrets of Successful Insurance Sales from the publisher to make you much more enjoy free time.

James Stumbaugh:

Reading can called head hangout, why? Because when you are reading a book especially book entitled Secrets of Successful Insurance Sales the mind will drift away trough every dimension, wandering in every aspect that maybe unidentified for but surely can be your mind friends. Imaging each and every word written in a book then become one web form conclusion and explanation in which maybe you never get ahead of. The Secrets of Successful Insurance Sales giving you one more experience more than blown away the mind but also giving you useful information for your better life within this era. So now let us present to you the relaxing pattern at this point is your body and mind will be pleased when you are finished studying it, like winning a game. Do you want to try this extraordinary paying spare time activity?

Loren Parker:

Beside this particular Secrets of Successful Insurance Sales in your phone, it could give you a way to get closer to the new knowledge or info. The information and the knowledge you will got here is fresh from oven so don't end up being worry if you feel like an old people live in narrow commune. It is good thing to have Secrets of Successful Insurance Sales because this book offers for you readable information. Do you at times have book but you rarely get what it's all about. Oh come on, that would not happen if you have this with your hand. The Enjoyable agreement here cannot be questionable, such as treasuring beautiful island. So do you still want to miss that? Find this book and also read it from today!

Download and Read Online Secrets of Successful Insurance Sales By Jack Kinder Jr., Garry Kinder #WM7U8309VYB

Read Secrets of Successful Insurance Sales By Jack Kinder Jr., Garry Kinder for online ebook

Secrets of Successful Insurance Sales By Jack Kinder Jr., Garry Kinder Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Secrets of Successful Insurance Sales By Jack Kinder Jr., Garry Kinder books to read online.

Online Secrets of Successful Insurance Sales By Jack Kinder Jr., Garry Kinder ebook PDF download

Secrets of Successful Insurance Sales By Jack Kinder Jr., Garry Kinder Doc

Secrets of Successful Insurance Sales By Jack Kinder Jr., Garry Kinder Mobipocket

Secrets of Successful Insurance Sales By Jack Kinder Jr., Garry Kinder EPub