

**QUICK EASY STEPS TO BECOMING THAT TOP NOTCH
SALES AGENT**

Carol Michel Kooiker

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The most important trait in a sales associate is an interest in helping. The four squares are: Price: This is the last thing you want to discuss as any movement in the price means less profit for your store.

Always tell your Client the truth and represent everyone as if they were your

Current District Managers take on Supplemental insurance business :. You'll want to follow up over time, and you'll need an efficient way in which to locate the information you've filed away on prospects and contacts.

Keeping the agent commission all to yourself seems like an easy way to do. Those are the first people that you need to enter into your database.