

Five Secrets of Million Dollar Producers: A guide to killing it in the commercial insurance industry

Monica Minkel



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Monica Minkel has taken more than 20 years in the financial services and insurance industry and closely analyzed the successes and failures of the business development staff. After working with more than 100 insurance producers, Ms. Minkel has developed a unique perspective on what it takes to be successful. In Five Secrets of Million Dollar Producers, she examines the most common mistakes that Producers make. She offers concepts and strategies that are the keys to success. Organized into easy to follow steps, Five Secrets is a concise and well written guideline on how to avoid the pitfalls and grow your revenue quickly. This is a first edition. If you see typos, formatting errors or suggestions on content, please contact me at www.emergingrisks.net. Thank you,

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