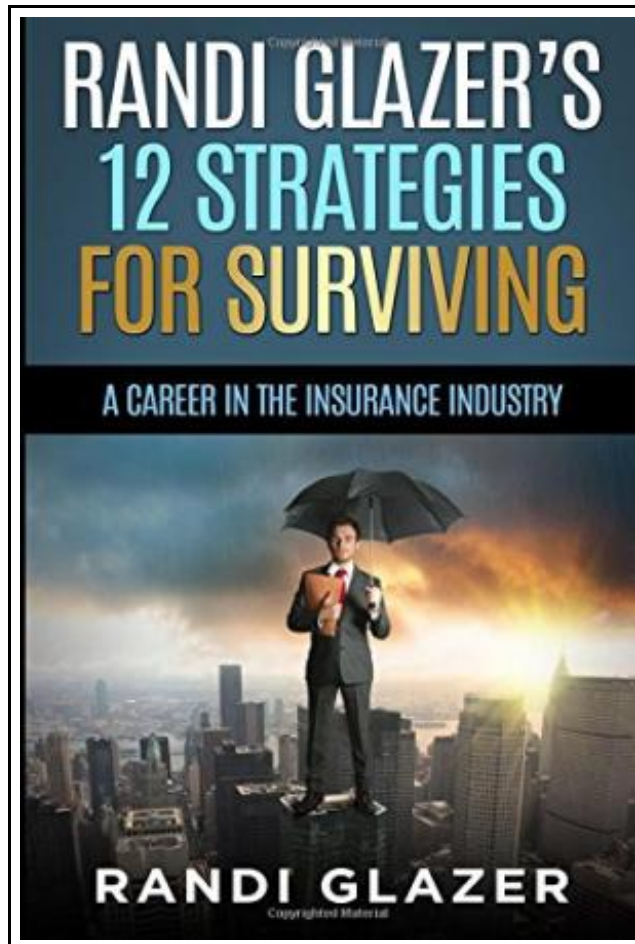


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Createspace Independent Publishing Platform, United States, 2016. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.An insightful look into the unique situations and circumstances that shape a lengthy professional career as an underwriter, "Randi Glazer's 12 Strategies for Surviving a Career in the Insurance Industry" draws on the author's many years of experience as an industry insider to provide readers with valuable advice and practical skills for succeeding in the complicated world of insurance. Covering everything from how to identify the ideal organization to work for to the inherent difficulty of working alongside aggressive agents and brokers, Glazer provides a number of personal and professional anecdotes that help illustrate how she was able to achieve such a great deal of success in a constantly changing industry. As a professional who deeply understands the benefit of having a knowledgeable mentor willing to offer sage advice to those new to the field, Glazer offers her own mentorship to readers through the pages of her book. Noting how the field has changed over the years and that companies rarely offer the kind of training and mentoring she benefited from when she first began her career, Glazer offers advice on how newcomers to the industry can engage in self-directed training and find experienced professionals to offer the kind of guidance and advice she once received from her own professional mentors. Glazer begins by discussing some of the more commonly overlooked yet widely acknowledged issues associated with office life in any industry, tackling subjects that include each of the following: Dealing with the conflicts created by co-workers Working under an inefficient organizational structure Avoiding office politics Understanding the importance of being perceptive in office culture In addition to these common issues encountered as a part of...



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