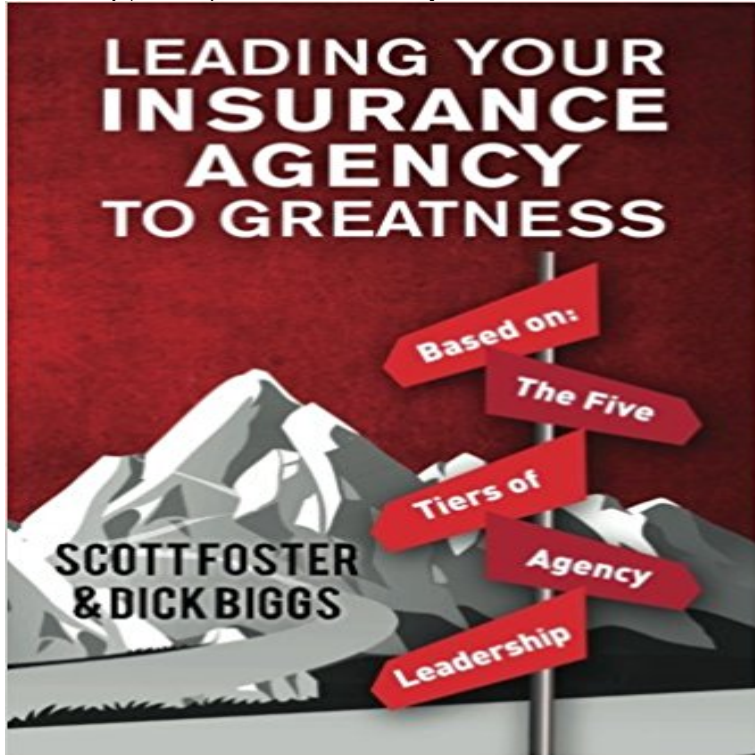


# Leading Your Insurance Agency To Greatness: Based on: The Five Tiers Of Agency Leadership



Accountable. Compassionate. Visionary. These are the characteristics of a great leader; and, in *Leading Your Agency to Greatness*, two leadership and insurance experts invite you to leap into the pursuit of greatness with both feet. This book empowers you to optimize your company's infrastructure and service, while leaving a leadership legacy within your agency that is worthy of emulation. And it all begins with self-assessment. How do you rate as an agency leader? What are your strengths and weaknesses? Are you already a superb leader or do you have some work to do? Either way, the roadmap to reaching your potential is laid out in these pages all that is left is to act! Learn how to be purposeful, make difficult choices, assemble a dream team, and move on from goal setting to goal getting. Understand the vital differences between motivating and inspiring, and knowing and doing. Realize that true success is not the result of big egos and dollar signs but self-discipline and premier customer service. Scott Foster and Dick Biggs combined leadership experience nearly reaches a century of success, but their strategies only work if you do. So study their advice. Act on it. And most importantly, enjoy the pursuit of agency greatness!

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