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Greg Powell

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If you are looking for practical ways to deal with the challenges faced by financial agency managers, you've likely read dozens of management books that did not convert into concrete results. This book is written by a veteran financial services manager who has forged a practical path to success and longevity in financial sales management. This book shares what he discovered so others could reach their destination more quickly and easily. The Financial Manager's Survival Kit includes step-by-step instructions, tangible tactics to implement, practical advice, and strategies to upscale your sales organization. Greg Powell survived and ultimately thrived in the financial industry wilderness; this is your map and compass to ensure you do too!