

## Power Position Your Agency A Guide To Insurance Agency Success

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His recently published book *Power Position Your Agency*, is now in its third printing. Accomplishments Agent of the Year 1994/1995 and 1996/1997 (company wide from over 14,000) Personal Lines Agent of the Year 1993/1994 (company wide from over 14,000) Million Dollar Round Table Qualifier (Industry Award)

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Troy Korsgaden is one of the North America's most sought-after insurance industry speakers, authors, and consultants. He has presented to more than 100,000 insurance professionals throughout the USA and Canada, and is the author of Power Position Your Agency, Profit from Change, and Unleash the Power of Your Agency.

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Troy Korsgaden is the author of Power Position Your Agency (3.83 avg rating, 46 ratings, 4 reviews, published 1998), Profit from Change (3.75 avg rating,...

### *Troy Korsgaden (Author of Power Position Your Agency)*

Legitimate power comes from having a position of power in an organization, such as being the boss or a key member of a leadership team. This power comes when employees in the organization recognize the authority of the individual. For example, the CEO who determines the

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overall direction of the company and the resource needs of the company.

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Know-How – Power Position Your Agency, A Guide to Insurance Agency Success! Troy has won every production and quality service award offered by the Farmers Insurance Group, including the 2011 Commercial Agent of the Year Award. He has been a Farmers Insurance President's Council member for 21 consecutive years, which is an elite honor accomplished by [...]

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Power Position Group is a direct marketing firm that is headquartered in Gold River, CA; we seek to manage the business as well as all of our client and employee relationships with integrity.

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This kind of power results directly from your title or position in the organizational hierarchy. Similar to coercive power, this is where someone respects the position a request is coming from. If...

## *The 6 Types of Power All Successful People Possess. Which ...*

Expressing your agency in this way leaves you confident, optimistic and fully alive. Below is a printable guide to increase your awareness of the seven principles. Keep a copy of this guide nearby for reference - on your desk or tacked to a wall. A quick glance will let you know what areas are going well and which require further attention.

## *Resources - Power of Agency*

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