

## Power Position Your Agency

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If joint agency is held by two people that are already in a position of power, the partners' heightened feeling of agency directly affects those who are inferior to them. The inferiors' sense of agency will most likely decrease upon the superiors' joint control because of intimidation and solitude factors.

[Power Position Your Agency book by Troy Korsgaden](#)

Power position your agency a guide to insurance agency success: the Troy Korsgaden formula for insurance management professionals by Troy Korsgaden. Published 1998 by Troy Korsgaden in Visalia, CA.

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I was completely impressed by Power Position Your Agency. It is tough to find a book about how to become a successful insurance agent but this is a wonderful starting point. This gives you a better understanding of what it takes to be a very successful agent.

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### Power Position Your Agency Troy Boones Korsga - Issuu

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,...

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benefit of others.

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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 \(Author of Power Position Your Agency\)](#)

Insurance industry expert Troy Korsgaden is the author of numerous insurance business 'how-to' books, including: \* Discussion Partner \* Power Position Your Agency

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