



How to Succeed Selling Life Insurance in Spite of Being a Nice Person

By Athena Ghion

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Athena Ghion is a successful Life Insurance agent in California, who was able to turn total failure to success by developing her simple, ethical selling method.

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Review

I read this book and already sold 3 Universals instead of Term, as I would have before this book. -- *Debbie sipe, Financial Planning Interactive, Jan. 10, 2002*

I've been in business since '81...Athena's book is the most comprehensive, freshest, profound book I've read. -- *Arthur Abramson, Financial Planning Interactive, Aug. 22, 2002*

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