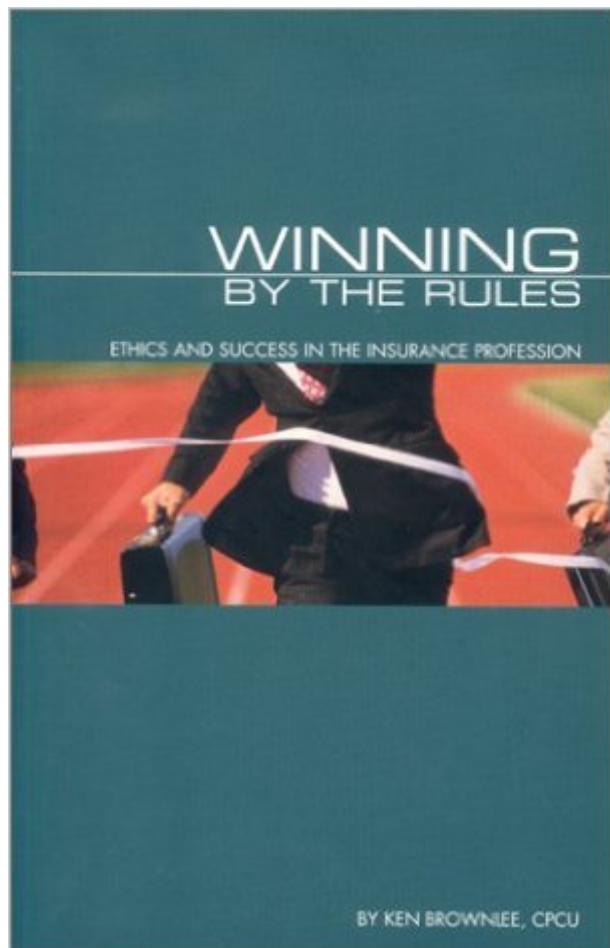


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Winning By The Rules: Ethics And Success In The Insurance Profession



Synopsis

Book by Brownlee, Ken

Book Information

Paperback: 207 pages

Publisher: Natl Underwriter Co (July 2001)

Language: English

ISBN-10: 0872183890

ISBN-13: 978-0872183896

Product Dimensions: 0.5 x 5.8 x 9 inches

Shipping Weight: 9.6 ounces

Average Customer Review: 5.0 out of 5 starsÂ [See all reviewsÂ](#) (1 customer review)

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For years, Ken Brownlee's down-to-earth and straight forward style has provided both humor and wisdom to the insurance industry in "The Iconoclast," his regular monthly column in Claims Magazine, published by The National Underwriter Company. In *Winning by the Rules: Ethics and Success in the Insurance Profession* he provides an comprehensive discourse on how to "play by the rules" in insurance. This book should be required reading for all insurance personnel in today's business world.

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