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encourage prospects to buy life insurance. Speak the Language: Sort Of. When talking to a potential client about a policy, you want to speak the "life insurance" language.

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any associated benefits. Other terms for "selling a life insurance policy" include: Life settlement.

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obviously, if you dress more professionally clients are more likely to take you seriously. I don't need to convince you of that.

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marketing and the trick is carving out that time and making it a routine every working day.

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