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# The Breakthrough Insurance Agency

*How to Multiply Your Income, Time and Fun*

**Bart Baker**, LUTCF

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## About the Author

Bart Baker leads one of the most successful insurance agencies in the country. He and his wife, Wendy, run B.W. Baker Insurance, which has earned the Farmers Insurance President's Council accolade for the top 1 percent of producers in the nation every year since 2002. His agency has also earned Court of the Table and Top of the Table from the million-dollar roundtable multiple times. Baker is a highly sought-after speaker and trainer with more than twenty-five years in the business. He and Wendy live in Malibu, California.

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You're in the insurance business, and you're searching for a breakthrough. Maybe you're a new agent and feel overwhelmed by the task ahead of you. Or maybe you've already been in the business for several years, and you're doing pretty well, but you've hit a plateau. Whatever the case, you're looking for a way to put your business on the path to continuous growth. If this sounds like you, you're in the right place. The Breakthrough Insurance Agency shows you how to build a successful agency from the ground up. Moreover, it gives you the keys to break out of the stagnation rut many agents fall into after they're established. Using his acclaimed agency-building process, top insurance agent Bart Baker walks you through the ten key steps of creating an agency that give you the results you've been dreaming of. You'll learn how to set a powerful vision for your business, fund continuous growth, maximize your success with the 3M Breakthrough System™ and the Gap Elimination Process™, set up departments that work, structure a compensation plan that serves you and your employees, and ultimately transform your agency from a quote shop into a referral shop. It doesn't matter what stage of the game you're at. As long as you are truly motivated to create a bigger and better future for yourself, you can shave years and years off of your journey to getting you and your family to where you aspire to be. The Breakthrough Insurance Agency will show you how to make it happen.

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5 of 5 people found the following review helpful.

Great book!!!

By Patricia Truchi

This book is awesome! Easy to read, full of fantastic ideas to boost your agency to the next level.

From Marketing examples to a new Compensation plan, it is just unreal to have so much information about systems that work.

Great details, it is not only an amazing guide for success but also a good motivation to implement his system

right away.

2 of 2 people found the following review helpful.

This is a must read to for any insurance professional ...

By Alex Nunez

This is a must read to for any insurance professional. I've been an agent for 4 years and this Boone have really helped me with some basic fundamentals to be able to run my business more successfully. Mr. Bart Baker has really helped me to see a bigger vision of what's possible by sharing his own experience and successes.

1 of 1 people found the following review helpful.

A must read... and follow through with great ideas to acheive a successful agency!

By Jill M

Thank you Bart for taking your time to share all your wonderful ideas of building a successful agency. The key here is to follow through with your suggestions, as you mentioned one at a time. I have several of the important elements already in place and I'm looking forward to fine tune to achieve even a better experience for our clients as exceptional service is the most important to us as well.

Thank you Bart!

~ Jill M

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