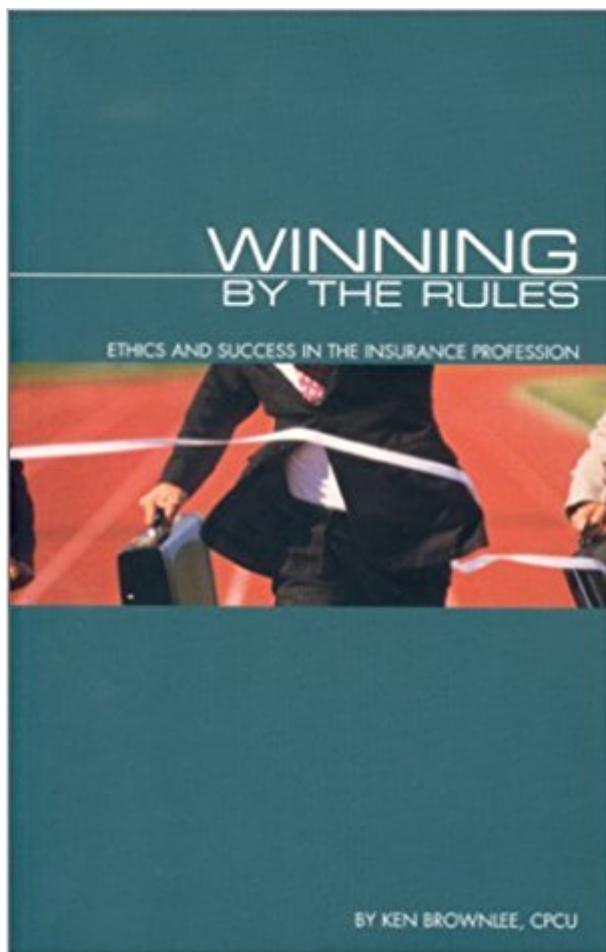


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Winning By The Rules: Ethics And Success In The Insurance Profession



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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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