**Interview Questions For Agents**

Do you write both Personal Lines and Commercial policies?

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Do you have “specialty” types of products?

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How do you compete against the “internet” insurance sales?

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When your policyholder has a property claim, what do you do?

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What’s the biggest challenge selling insurance?

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If they have a high deductible, do you encourage them to have a

contractor inspect the loss before filing a claim?

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What has changed for you in the past 5 years in insurance sales?

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When you need to engage a contractor, what do you look for?

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What headaches have you had with previous contractors?

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Our goal is always… to make the Agent and the Carrier look good. What’s the best way we can do that?

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