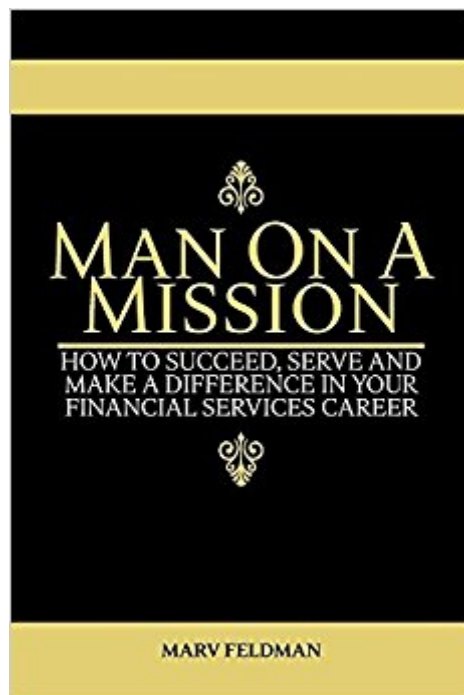




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# Man On A Mission: How To Succeed, Serve, And Make A Difference In Your Financial Services Career



## Synopsis

Can you imagine being an integral part of *Man on a Mission: How To Succeed, Serve, And Make A Difference In Your Financial Services Career* – an industry that lets you build wealth while transforming the lives of your clients and still have time to spend with your family? Can you conceive of a profession where you create a lifetime of security and wealth for others where none existed before? The culmination of a five-decade, award-winning career in the life insurance and financial services industry, *Man on a Mission: How To Succeed, Serve, And Make A Difference In Your Financial Services Career* is a step-by-step primer for prospective agents and advisors, and those who wish to renew their commitment to a field with unlimited potential. In his candid, incisive style, Marvin Feldman takes readers inside the life insurance based financial services profession, exposing its rigors and rewards, providing strategies and systems for success at every level, and espousing a work-life balance that is well within reach. Through personal experience, insight, and hindsight, the author leaves no doubt that solutions to problems are predicated on the fundamental need in all of us – agents, advisors, and clients – to protect what we have and those whom we love.

## Book Information

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## Customer Reviews

Marvin Feldman, CLU, ChFC, RFC, is the president of Feldman Financial Group in Florida and the president and CEO of Life Happens, in Arlington, Virginia, a nonprofit organization that provides extensive education about insurance planning and financial services. Marv was named one of the 100 most powerful people in the North American insurance industry by Insurance Newscast and is

the 2011 John Newton Russell Award winner for outstanding leadership in the insurance industry. A Million Dollar Round Table member for 42 years, serving as its president in 2002, Marv Feldman is also a 34-year member of MDRT's elite Top of the Table, serving on its board and as chairman. Beginning his career in 1967 as an agent with New York Life in Columbus, Ohio, Marv transitioned to the company's management program, returning in 1974 to personal production in East Liverpool, Ohio, as a partner in the Feldman Agency and president of Fremar Financial Group. Marv is very active in community activities having been a founder and director of the 1st National Community Bank and chairman of the East Liverpool City Hospital. He has co-chaired or chaired many advanced gifts campaigns for nonprofit, educational, and health organizations. Listed in Who's Who in Business and Finance and Who's Who in the World, he has spoken before industry audiences in 36 countries, been featured in key books and publications, and contributes to a variety of industry journals.

A fabulous read for people in the the financial services profession. Marv is mentor and truly cares about helping others grow. A classic book written by a gentleman. Barbara Pietrangelo

Marv Feldman knocked it out the park with this one. This is a MUST READ for anyone in the Insurance or Investment business. Whether you are a brand new agent or a 30 year veteran, Marv shows you the fast track to success. He shares secrets from the most successful Life Insurance family in the history of America. I especially love all of the questions he teaches to ask. Remember telling is not selling, listening is selling, asking is selling! He gives special tips at the end of each chapter. He shares multiple systems that anyone can put to work. He shares his observations of common mistakes made by rookies and solutions to the every day challenges of sales. This book is a work of art that should be on the desk of EVERY insurance professional!

After reading Man On A Mission twice, I have recommended it to countless individuals and after talking with them after they have read it, it is my conclusion that this is the best book on financial services that I have ever read. It covers from A to Z, from prospecting ideas to questions asked in the interview. This book is a must read, a must have for your library. If you follow this book and the systems in this book, it will advance your career much quicker than trying to learn it on your own. Wisdom can be learned by other people's experience. Take advantage of Marvin's 40 plus year of experience.

This book is a blueprint for success unlike any I've ever read. Nowhere else can an individual receive such sage wisdom, learn so many lessons from the experiences of an industry giant, receive advice and guiding, helpful info on how to succeed in the greatest industry ever, and come to a full understanding of the all-important WHY the very best people in the insurance and financial services industry do what they do for others. Thanks Marv, tremendous job!

Great book Marv ,well done the book is packed with top tips, in simple and easy to understand read. The reader can use the prospecting tips immediately and the questions to ask section, will make it easier for Advisors. Marv is a legend in this Profession, so this is a valuable read for anyone who wants more high level clients from someone at the top of his game.Thank you Marv

I had the privilege to receive a signed copy of this book from Marv Feldman,and let me say wow..He is an Amazing individual and his book is going to be legendary once people fully grasp the genius and story behind this man. The information in this book can take your career in Financial Services to the next level.

I was so excited to receive a copy of this book. There is a goldmine of information packed into each page. A very interesting, educational and inspiring read for individuals in the financial and insurance profession. Marv inspires me! Thank you, Marv, for sharing this amazing book! You are truly one of a kind. Mary Smith

This is a great book which gets to the heart of what we do as financial professionals. It is a great opportunity to learn transferable ideas from one of the industry's best. A must read for anyone who is serious about their career.

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