



"Harvest Collection" - Issue 23, December 2019

Even The Middle Of Nowhere Is Somewhere For A Business



It's a well-known fact that you must build relationships in order to establish a solid client base. However, cultivating client relationships in a rural, agriculture-based community can present a notable challenge.

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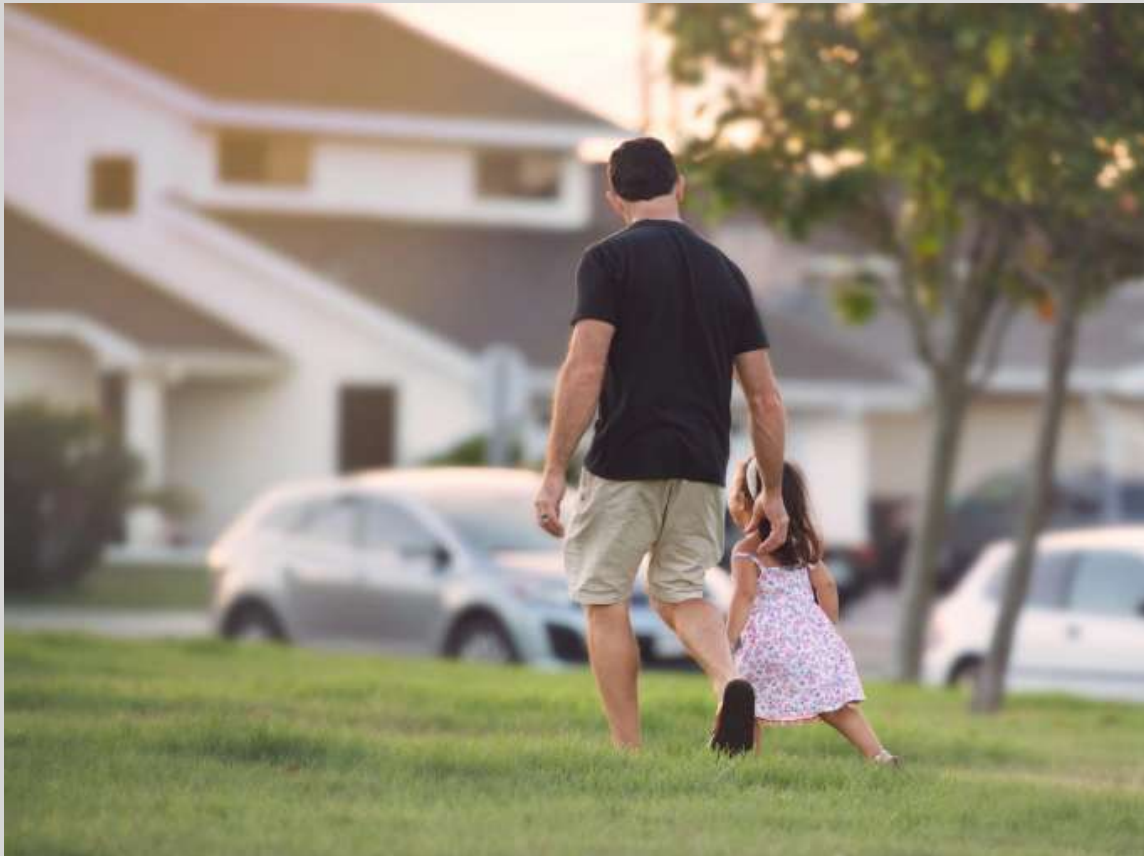
MetLife opens new centre of excellence in Malaysia



MetLife has opened its new Asia Center of Excellence (CoE) in Kuala Lumpur, Malaysia that will cater to the needs of the global finance teams.

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I signed up for \$1 million of life insurance before I ever had kids, and I'd tell any 20-something to do the same



If you are single without kids, life insurance is probably the farthest thing from your mind. While I briefly looked at life insurance when I was 22, I didn't get serious about it until about a half-decade later, when I bought \$1 million in life insurance coverage before I had my children.

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MetLife Wins ACORD Leadership Awards



HONG KONG--(BUSINESS WIRE)-- Stephen Barnham, Asia's Chief Information Officer, and Sourav Shah, Senior Digital Product Manager in Australia, have both been awarded the ACORD Leadership Award in the individual category.

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8 unusual places to find high-net-worth clients



The brain of an MDRT member has two sides. The agent side of your brain wants to find businesses or people with a need for insurance. The advisor side of your brain is looking for people with assets to invest. You've tried the obvious places. You ask for referrals, and you ask yourself, "Where am I not looking?"

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