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1994/1995 and

1996/1997

(company wide

from over 14,000)

Personal Lines

Agent of the Year

1993/1994

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NOOK Book...

Whether your agency is big or small, if you answered yes to any of those questions, you need more than an adrenaline boost! You need a shot of strategies to wake things up and put you on the path to success fast! - How

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rating, 46 ratings, 4
reviews, published
1998), Profit from
Change (3.75 avg
rating,...

Troy Korsgaden
(Author of Power
Position Your
Agency)
Legitimate power
comes from having

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a position of power in an organization, such as being the boss or a key member of a leadership team.

This power comes when employees in the organization recognize the authority of the individual. For example, the CEO who determines the

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Overall direction of
the company and
the resource needs
of the company.

The 5 Types of Power in

Leadership - Quick Base

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employee, you'll
have a challenging
work environment
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results directly
from your title or

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organizational
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hierarchy. Similar
to coercive power,
this is where
someone respects
the position a
request is coming
from. If...

The 6 Types of
Power All
Successful People
Possess. Which ...

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Expressing your agency in this way leaves you confident, optimistic and fully alive.

Below is a printable guide to increase your awareness of the seven principles. Keep a copy of this guide nearby for reference - on your desk or tacked to a

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Wall. A quick glance will let you know what areas are going well and which require further attention.

Resources - Power of Agency
American Public Power Association (APPA) - Find your next career at Public Power Jobs.

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