



# Past is Prologue: Timeless Techniques for Financial Advisors in the 21st Century

*CLU, ChFC, Norman G. Levine*

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Norman s tried and true methods and processes are embraced by leaders in many industries, including financial services, where he is the only individual to have been honored with the life insurance industry s four highest levels of recognition:

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John Newton Russell Memorial Award The most prestigious of all as the yearly recipient is selected by industry wide blue ribbon committee from sales, management, academic home office or field.

Norman thrives on effectively sharing his ideas and on creating Winning Relationships. In this book, he shares his secrets to success.

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