

A variety of jobs are available in the insurance field.	10
Most persons have their first contact with the industry	20
by buying insurance through agents or brokers.	29
An agent is an employee of an insurance company;	39
a broker does the same kind of work as an agent but	49
is independent and sells for more than one company.	59
The three primary kinds of insurance sold by agents	69
are brokers are life, health, and property liability.	79
Since people need to be protected against a variety	89
of risks, they will probably secure all three kinds.	98

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