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Insurance Sales Ideas

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Selling Flexcare® Health and Dental Insurance to Small Business Owners



Affinity Markets – Insurance Sales Ideas

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ISSUE:

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- Useful links for Small Business and Health & Dental
- Share this Article: New Year's resolutions ? the good and the bad



Selling Flexcare® Health and Dental Insurance to Small Business Owners

Have you experienced resistance when approaching small business owners with health and dental insurance? It's not an uncommon scenario ? even though many of Canada's small business owners feel responsible for their employees, according to the 2013 Manulife Financial *Small Business Research Report* only 47 per cent currently offer some type of health plan. [Read more »](#)



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Sales tools: Useful links for Small Business and Health & Dental

Small Business:



Few Small Businesses Offer Health and Retirement Benefits



Manulife Financial Small Business Research Report



Study: Canadian Labour Productivity Differences Across Firm Size Classes



How Good is Your Drug Insurance?



Private insurance spending on drugs, dental and vision care



Healthcare Costs Plateaued in 2012 But Set To Rise



Students, are you paying for health and dental insurance twice?

New Year's resolutions ? the good and the bad

This time of year, about two-thirds of Canadians will resolve to get in better shape, cut back their drinking or get out of debt. Are you one of them? How long do you usually maintain your goal? [Read more \(PDF\) »](#)



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