



Inside the Insurance Industry - Third Edition

Kevin L. Glaser

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Let author, Kevin L. Glaser, CPCU, CIC, SCLA, ARM, AAI, AIC, ARM-P, AIS, share with you his wealth of first-hand experiences gained in his roles as insurance company adjuster, underwriter, marketing representative, risk manager, and expert witness over a period of thirty years. This revised third edition contains expanded content in most chapters, including factors affecting the price of insurance, litigation related information, comparisons of the insurance industry to the automobile industry, as well as the addition of an index and new easier-to-read book formatting. Who should read *Inside the Insurance Industry - Third Edition*? This book contains useful information for attorneys, new insurance company hires, risk managers, financial planners, business owners, college students taking insurance courses and individuals who purchase insurance to protect their financial well-being. Sample areas of interest to readers include: • Mechanisms and processes by which insurance is sold - Identification of various distribution methods - Definitions of common industry terminology • Internal workings of insurance companies - Discussion of responsibilities of departments such as marketing, claims, underwriting, policy services, audit, loss control, legal, actuary, subrogation, internal audit, product development, information technology and management • Little known factors that impact insurance companies and policyholders • Factors affecting the price of insurance - How to get the best insurance deal - When (and how) to make an insurance claim • External resources available to assist purchasers of insurance - Consultants - Public adjusters • Risk management - Risk manager essential responsibilities - Sample case study • Litigation-related information • What the future holds for the insurance industry This book is written in an easy-to-understand format which allows people with limited experience working with insurance to better understand many areas of insurance which were previously unknown to them. It contains just the right mix of broad and specific information. All of the above are valuable reasons to purchase *Inside the Insurance Industry - Third Edition*. But the #1 reason for you to buy this book is that it will save you money!

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