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J Ma

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Der Versicherungsmakler Mario Zinnert,1996-01-01 Handwörterbuch der Versicherung HdV ,1988-01-01

Versicherungsvermittlung durch Versicherungsmakler Frank Baumann,1998-01-01 *Der Versicherungsvermittler als Unternehmer* Matthias Beenken,2012-12-11 Zehn Jahre nach der 3 Auflage des Versicherungsvertreter als Unternehmer hat sich die Welt der Versicherungsvermittlung radikal verändert Die EU Vermittlerrichtlinie ist seit 2007 in Deutschland umgesetzt und hat den Berufszugang sowie die Berufsausübung starken Beschränkungen unterworfen Der Berufsstand der Versicherungsvermittler qualifiziert sich zunehmend zum Expertenberuf der kaum noch Platz lässt für Nebenberufler und gering qualifizierte Kleinstunternehmer Versicherungsvermittler sind auch nicht mehr automatisch an einen einzelnen Versicherer gebunden Ausschließlichkeitsvertreter Vielmehr besitzt inzwischen fast jeder fünfte Vermittler eine Gewerbeerlaubnis als Versicherungsmakler hinzu kommt eine größere Zahl von Mehrfachvertretern Im zurückliegenden Jahrzehnt hat sich endlich auch die betriebswirtschaftliche Forschung verstärkt für den selbstständigen Versicherungsvermittler interessiert der dadurch heute über ein fundiertes anwendbares Wissen zu Erfolgsfaktoren und Strategien verfügt Das völlig neu strukturierte und komplett bearbeitete Buch Der Versicherungsvermittler als Unternehmer führt Der Versicherungsvertreter als Unternehmer berücksichtigt alle diese Veränderungen und spricht generell kleine und mittelständische Unternehmer im Versicherungsvertrieb an gleich ob Ausschließlichkeits Mehrfachvertreter oder Versicherungsmakler Beibehalten wurde das bewährte Konzept den Lesern betriebswirtschaftliches Wissen zur Unternehmensführung angewendet auf die spezifischen Bedürfnisse der Vermittler nahezubringen Dazu gehören Existenzgründung Planung Steuerung und Kontrolle Marketing und Verkauf Personal Organisation Finanzierung und auch Beendigung des Vermittlerbetriebs einschließlich Ausgleichsanspruch bei Vertretern und Bestandsverkauf bei Maklern Die Punkte werden um für Vermittler wissenswerte rechtliche Hintergründe ergänzt Unverändert wendet sich Der Versicherungsvermittler als Unternehmer an Praktiker die selbst eine Versicherungsagentur oder einen Maklerbetrieb gründen ausbauen oder abwickeln wollen an Außendienstführungskräfte bei den Versicherungsunternehmen und an Unternehmensberater die Versicherungsvermittler bei ihrer verantwortungsvollen Aufgabe unterstützen wollen *Die Zulässigkeit des Prämieninkassos und der Schadensregulierung durch den Versicherungsmakler* Marc Schlömer,2018-05-03 **Die Strafbarkeit von Versicherungsnehmer und Versicherungsvermittler nach dem Strafgesetzbuch (StGB)** Christian Schüll,2011 Betrugsstraftaten zu Lasten von Versicherungsunternehmen sind in Deutschland weit verbreitet Schätzungen zufolge liegt der jährliche Schaden der Versicherer bei mehr als vier Milliarden Euro Dabei geht es nicht nur um spektakuläre Fälle Es sind gerade die kleinen und mittleren Betrugsschaden die diesen Betrag ausmachen Bemerkenswert ist dass es bei großen Teilen der Bevölkerung kaum ein Unrechtsbewusstsein für diese Taten gibt Die zentralen Strafrechtsnormen die derartige Aktivitäten erfassen sind der Betrug nach 263 StGB und der Versicherungsmissbrauch nach

265 StGB Gelegentlich verwirklichen Versicherungsnehmer jedoch auch weitere Straftatbestände und sogar mit Unterstützung des eigenen Versicherungsvermittlers. In seiner Dissertation zeigt Christian Schull auf, nach welchen Strafvorschriften des StGB sich Versicherungsnehmer und Versicherungsvermittler strafbar machen können. Die einzelnen Straftatbestände werden analysiert, mit Beispielen aus der Praxis unterfüttert und auf ihre rechtspolitische Zweckmassigkeit hin untersucht. Das breite Feld der Straftatbestände des StGB wird auf einige wenige Vorschriften reduziert, die für Versicherungsnehmer und Versicherungsvermittler eine Rolle spielen können.

Das neue VVG kompakt Sven Marlow, 2008-01-01 Principles of European Insurance Contract Law (PEICL) Project Group Restatement of European Insurance Contract Law, 2009. In this volume the Project Group Restatement of European Insurance Contract Law presents its Principles of European Insurance Contract Law PEICL. These principles were submitted to the European Commission as a Draft Common Frame of Reference of European Insurance Contract Law. DCFR Insurance. The volume comprises the PEICL DCFR Insurance as well as translations into Czech, Dutch, French, German, Greek, Hungarian, Italian, Polish, Portuguese and Spanish. It sets out the approach used by the Project Group, how the PEICL DCFR Insurance relates to the overall DCFR, the participation of the Project Group in the CoPECL Common Principles of European Contract Law Network as well as the general structure and characteristics of the PEICL DCFR Insurance. The Project Group has also drafted the PEICL DCFR Insurance as a model for an Optional Instrument of European Insurance Contract Law.

Das Handbuch für Finanzberater Peter Scherbening, 2017-11-20. Von Managementbuch.de als Empfehlung ausgezeichnet. Worauf muss ich achten, wenn ich den Schritt in die Selbstständigkeit wage? Wo soll ich mein Büro eröffnen? Wie komme ich an Kunden und stelle dann eine langfristige Kundenbindung her? Wie kann ich mich von meiner Konkurrenz abheben? Wie kann ich erfolgreich und dabei gleichzeitig seriös beraten? Diese und ähnliche Fragen stellen sich viele Finanzberater und Versicherungsvermittler, die in einem zunehmend schwierigeren Markt ihre wirtschaftliche Existenz gründen oder bereits aktiv sind. Antworten darauf liefert nun Peter Scherbening in seinem Handbuch für Finanzberater. Professionelle Finanzberatung ist eine hohe Kunst, die sich nicht in der korrekten Anwendung gesetzlicher Vorschriften und der Empfehlung bestimmter Absicherungs- oder Anlageprodukte erschöpft, sondern sehr viel Einfühlungsvermögen, Menschenkenntnis und Fachwissen erfordert. Das Buch soll insbesondere den Berufseinsteiger bei seinem Weg in die Selbstständigkeit begleiten, ihm Ratschläge für seinen schnellen und nachhaltigen Erfolg als Berater geben und ihm in allen Bereichen Hilfestellungen liefern, die für seine tägliche Arbeit von praktischer Bedeutung sind: angefangen mit der Auswahl des Bürostandorts und der Einrichtung seines Büros über die diversen Akquisemöglichkeiten bis hin zu ausgefeilten Techniken eines professionellen Beratungsgesprächs und der Rekrutierung eigener Mitarbeiter.

Der Versicherungsmakler Gerth Haase, 2015-07-17. Es war die Idee, Versicherer auf die kleinste Art mit fiktiven Verträgen zu betrügen und anschließend mit einer siebenstelligen Summe im Ausland in Saus und Braus zu leben. Der Plan schien aufzugehen, doch der Partner kam dem Vorhaben zuvor, plünderte die Konten und verschwand ins Ausland.

Nach dreieinhalb Jahre Gef ngnis ging die Suche nach dem Partner los und wurde in Schweden erfolgsversprechend Mit einem englischen Ganoven namens John Harper der selber zuvor in seiner Heimat einen verungl ckten Geldtransporter ausraubte und damit fl chtete wurde das Geld in eine Marina investiert Dabei wurde nicht bemerkt dass sie selbst von windigen Gesch ftsleuten ber den Tisch gezogen wurden John Harper machte seinem Kompagnon daf r verantwortlich worauf die Bitte ge u ert wurde dass man John Harper umlegen sollte Eine sehr abgefuckte Situation wenn sich dann noch herausstellt dass John Harper der zuk nftige Stief Schwiegervater des Auftragsgebers zu sein scheint

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