

The billion dollar bookies



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There are tens of thousands of men
and women selling life insurance in
California. Yet there are only two
state-licensed life insurance analysts
and one of them is Richard Shulman.

The most significant reason for
this dearth of qualified people is
that the state examination is an in-
ordinately difficult test, designed to

prevent muckraking in the life insurance industry. Shulman was undeterred.

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