



Return to yourself

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ABSTRACT

This article pays tribute to my fellow human beings, To those who try to change themselves and the current situation, Strive for personal growth and fellow human beings, Trying to increase your knowledge and awareness of the community, have. This article is dedicated to other lovers who are always messengers of good feelings in the universe and always make others feel good ... And to the loved ones who intend to return to themselves ... Now the human heart is different in different circumstances. Humans in different situations and circumstances need and seek different achievements. Throughout history, human beings have always sought to grow and prosper and seek progress. Humans and societies try to develop themselves in the face of the conditions and requirements of the time; Humans are always looking to grow, to achieve the goals and plans they have already drawn for themselves.

Keywords: *knowledge, good feel, development, value*

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INTRODUCTION

Different societies in accordance with the folklore and culture in which the society prevails, always provide conditions for its human beings for individuals, and then impose conditions, and then impose other conditions on another scale, and then human beings on the path of growth or It puts you in a tight spot.

After a while, man has come to the conclusion that he has to adapt himself to certain situations and perhaps stand in front of the situation and create what he considers himself to be.

Quoted from a teacher who said: At work, I tune my heart with my work tools.

He said very well ...

He had given himself the right to be able to create the conditions he wanted for himself and the people around him.

Hence, human beings have always tried to improve themselves, but promotion based on what is based on the development of individual development that can be localized in different situations and achieved its indicators.

Development has always been based on the fact that human beings can improve the quality of their social life in terms of quantity and quality and can stabilize it in such a way that it can be passed from one generation to another.

In addition, human beings have always sought security and tranquility. From centuries ago, human beings have established their security in societies in various ways in various ways.

One of the ways in which security has occurred in human societies is through insurance and insurance services.

By designing and presenting various insurance plans, human beings were able to cover the needs of society in accordance with the requirements of the time and put it at the service of human beings and human societies in order to cover part of human problems based on providing psychological security of individuals.

In different societies, different jobs have been designed according to the needs of the society and people have gone through this path according to their circumstances, abilities and interests.

BACKGROUND RESEARCH

Insurance has been a job that has always had added value in terms of social status as an administrative and economic job that meets the needs based on insurance coverage in society.

But what is evident here is that people have not studied in the beginning of their employment and in their employment, they have entered this field without research, and finally the stability of this job, which is one of the examples of business, is endangered and their lives are endangered. Jobs do not last, which leads to failure and consequences such as material, psychological and emotional damage to these issues in the field of jobs in society.

Depending on the interest, genetics, family upbringing, social status, social status, experiences, level of education, conditions and psychological characteristics of individuals can be guided in the path of finding a suitable job and even their employment, because People are present and play a role in society based on these characteristics.

On this basis, the field of human resources of organizations. Individuals who are self-employed in individual employment must comply with the above-mentioned cases in order to create sustainable jobs in society.

In addition to meeting their physiological needs and security, human beings have always sought to gain a sense of self-interest and belonging by gaining satisfaction and self-fulfillment.

METHODOLOGY OF RESEARCH

In the field of insurance agency, we must take action on the physical development of our mental development and mental development. Mental development occurs because the foundation of mental development and physical development is psychological development.

Individuals with different and different motives enter the insured industry and work in the field of sales network. The real and legal representatives of insurance companies as one of the influential and vulnerable groups in this field compared to the official insurance brokers.

Now the main issue is whether insurance companies have made efforts to ensure the psychological security of the sales network and their employees ?!

Has the insurance company been in the service of the community and worthy social services by developing the quantity and quality of its sales network members, or is it trying to provide other benefits and demands of itself and its shareholders ???!

However, what the principles governing the rules of labor require is that the insurance industry should all be at the disposal of society to protect the society against the risks that occur in society and by establishing social security to grow and improve. Take quality and indicators of social life.

Considering some issues and cases, it can be said that the approach of insurance companies in recent years in granting insurance agency to individuals, is initially subject to the attraction of a number of life insurance to be granted insurance agency license.

However, the question arises whether a person who has not provided insurance in the society empirically and practically, has not issued, is not familiar with the types and types of insurance products, their advantages and disadvantages, and methods of compensation and other matters. Can you expect him to attract insurance ?!

Do not the trials and errors that take place in this process harm the community and the person applying for representation ?!

On the other hand, it seems that the society wants to form highly specialized life insurance companies that attract specialized and educated personnel, and finally our output will be to train and deliver a new generation in the form of skilled personnel to the society.

Because the insurance community of our country suffers from a lack of specialized personnel, especially at the headquarters and branches, and this vacuum is a prelude to the creation of numerous injuries, such as a disabled, non-technical and unprotected insurance agent, and finally the insured / insured and the injured. / The beneficiary will be vulnerable.

In general, the insurance community suffers from a sales network and disability, which is due to the lack of concentration of insurance companies in the intellectual, spiritual, psychological and mental development of the sales network, because according to the available evidence, mental security infrastructure is still in society. Insurance is not created for the actors of that industry.

RESEARCH FINDINGS

the activists of the special insurance industry of the sales network should take a step in the path of personal development. Forgive, to achieve the necessary standards and minimums, and finally localize them in the way of advancing affairs and improve methods and organization, and prosper the community in accordance with the needs based on existing services and alternative and new services, and the people of the community from Qualitatively developed on the basis of psychological security and building mutual trust.

In the path of personal development, variables such as the current position of the representative and the company, and where we intend to reach and what kind of tools to use to achieve our vision, and finally evaluate the path of progress and, if necessary, to change and modify methods Took a step.

Despite all these descriptions, the purpose of writing this article is to create a flip and a greater sense of responsibility for insurance industry activists in the country, which is based on the development of human resources through effective and efficient training, employing specialized experts, optimal use. He showed the inner and acquired potentials and abilities of individuals to improve society in the sense of psychological security and quality of life of individuals.

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