

Insurance, Financial Services

Listen to the complete interview: Charles Sueing

[Owner, The Sueing Agency, Nationwide Insurance](#)

Introduction Track: Keywords/Phrases

- Insurance / Insurance Claims
- Financial Services
- Nashville
- Middle Tennessee
- Small Businesses
- Morehouse College
- Mentor
- Net vs. Gross Income
- Customer service
- Honesty, Integrity
- Confidential
- Accountability
- “On Your Side” certification
- Sole Proprietor

All sample questions are designed in order to apply internet search as a basis for exploring and discovering new information.

Sample Questions

- How does Charles Sueing make sure to keep current on changes in the insurance industry?
- What are some of the challenges associated with small business ownership?
- What is the analogy used by Charles Sueing to compare the importance of large vs. small insurance accounts? What is the main point that he is trying to make?
- In addition to education, what does Charles Sueing emphasize about the importance of a mentor?
- What is Charles Sueing’s philosophy about effectively managing people and providing superior customer service? What are the qualities and characteristics that he identifies as important to achieving this goal?
- What is “On Your Side” certification and why is it important from the perspective both the business and the customer?

- What examples does Charles Sueing provide of some of his daily responsibilities?
- What are some of Charles Sueing's goals in regards to exceeding customer expectations?
- What advice does Charles Sueing have for students in regards to pursuing a career?