



## PRESS RELEASE

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### **Entrepreneur shares ‘war stories’ of building a small business and prospering amidst daunting economy**

*Local author writes book to help small businesses break from going broke*

FOUNTAIN HILLS, ARIZ. – More than three decades into his life as a multi-millionaire and insurance industry expert, Chuck Tompkins still humbly remembers the day his \$90,000 incoming commission checks weren’t enough to convince a small-town banker he was worth his weight.

“There we sat with a vibrant, excellently managed independent insurance business, moving ahead with strong sales, at a time when all other agencies in town were reeling and losing premium; and this stupid, cold-hearted fool was turning me down for a loan,” Tompkins writes in his book *The Insurance Wars*. “

Shortly after that, Tompkins borrowed \$10,000 from his father in law and paid him back in less than 60 days with interest. “Don’s generosity literally saved my business at the time,” Tompkins said.

Via a powerfully honest and hearty, “tell-it-like-it-is” reflection, Tompkins uses *The Insurance Wars* to recount many all-too humbling, entrepreneurial lessons like these. They confirm his promise to one day write a book designed to help other small businesses succeed.

In a series of “quick-read,” colorful chapters, Tompkins vows to help small business readers spare the pain he inevitably faced. From employee considerations and financial planning to long-term growth and succession goals, *The Insurance Wars* promises real-life examples and advice designed to help small business owners avoid entrepreneurial pitfalls and prosper.

For an interview with Tompkins, please contact Coiya Kirchoff at (480) 390-6986 or e-mail her at [coiya@kirchoffcomm.com](mailto:coiya@kirchoffcomm.com).