

Candidate 4656 **12-15 LIFE APPS/MONTH**

Licensed P&C and Life Agent

EXPERIENCE

Prudential

June 2023 - Present

Licensed Life Agent

- Sold 12-15 Life apps/month
- Licensed Life Insurance Producer

State Farm

2016 - 2023

Closer

- Provide personalized insurance solutions to clients, focusing on general lines and life insurance products
- Maintain property and casualty license as well as life, health license, staying up-to-date with industry regulations and product knowledge
- Build and nurture strong customer relationships, ensuring high levels of client satisfaction and retention
- Utilize excellent memory and interpersonal skills to make clients feel welcomed, fostering a sense of familiarity and trust
- Consistently meet and exceed sales targets through effective selling techniques and persuasive communication
- Collaborate with clients to assess their insurance needs, identify gaps in coverage, and offer tailored solutions
- Conduct regular policy reviews to provide clients with comprehensive insurance advice and opportunities for upwelling
- Efficiently handle policy inquiries, claims, and service requests, resolving issues promptly and ensuring client satisfaction
- Effectively communicate complex insurance concepts in a clear and understandable manner
- Act as a trusted advisor to clients, offering expert guidance on risk management and insurance planning.

EDUCATION

High School

Diploma

SKILLS

Sales, Business Development, Cold Calling Sales, Profit-Based Sales Targets, Insurance Claim Processing, Risk Management, Customer Relationship Management, Professional Customer Services, Employee Retention, Business Relationship Management, Customer Account Management, Negotiation Skills, Upselling Skills, Sales Management, Insurance Sales, Telemarketing, Insurance Management and Aftercare, Customer Service, Telephone Skills

CERTIFICATIONS

P&C and Life & Health Licensed

States of: FL, GA, LA, MI, NC, NM, OH, OR, SC, TN, TX, VA, WA