

# Direct Hire Candidate: 4931 \*\*6-8 LIFE APPS/MONTH\*\*

Licensed Team Member

## EXPERIENCE

### State Farm

May 2022 - October 2024

Licensed Team Member

- Assisted clients in selecting insurance policies tailored to their specific needs and life circumstances, providing expert guidance on various coverage options.
- Periodically reassessed and updated client policies, ensuring their coverage remained relevant, especially after significant life changes.
- Explained a wide variety of insurance products to both potential and existing clients, helping them make informed decisions based on their individual requirements.
- Issued quotes, maintained accurate client records, and promptly addressed inquiries regarding insurance plans, coverage details, and policy changes.
- Delivered personalized customer service, ensuring clarity and satisfaction through effective communication with clients.
- Consistently exceeded sales goals
- Successfully participated in the State Farm Aspirant program, gaining broad experience across all areas of the insurance industry.

### Public School System

December 2016 - June 2022

Staff Member

- Specialized in promoting accessibility and equality with a focus on enhancing the learning experience for K-12 students.
- Facilitating effective communication and fostering an inclusive educational environment.
- Demonstrated highly effective communication and organizational skills.
- Built strong, positive working relationships with students, educators, and colleagues to support successful educational outcomes.
- Adapted to a wide variety of environments, applying flexibility and professionalism in diverse educational settings.
- Adhered to Code of Professional Conduct, ensuring ethical and high-standard practices in all services.

## EDUCATION

### College

Associate's Degree

## CERTIFICATIONS

### P&C, Life & Health Licensed in State of AR

## ROLES, ACTIVITIES AND DESIRED COMPENSATION

Reported: 80-90 policies/\$65-75k premium/month

Will work REMOTE in any time zone

State Farm Aspirant desires a sales role with a State Farm Agency @ \$45k+ base, with the ability to earn \$100k total

30+ outbound dials/day, 20+ inbound calls, pivot and cross selling, marketing, social media lead generation, referral sales, bundling & reports selling 6-8 new life policies per month.