

Direct Hire Candidate: 5128 **4-6 LIFE APPS/MONTH**

Licensed Insurance Producer

EXPERIENCE

State Farm

April 2024 - Present

Licensed Insurance Producer

- Provided service work on existing policies, ensuring clients' needs were consistently met and coverage was up-to-date.
- Presented a comprehensive overview of clients' insurance and estate planning exposures, developing personalized plans tailored to their specific needs.
- Contacted the current book of business and leads, writing policies to fill coverage gaps and ensure adequate protection.
- Prospected for new leads, fostering relationships and partnerships with professionals in related fields to expand the client base.
- Wrote a variety of insurance policies, with a focus on homeowners and life policies, providing clients with the best coverage options available.

Real Estate Company

August 2014 - April 2024

Real Estate Agent

- Top-producing agent responsible for generating leads, assisting clients in finding homes, determining home values, negotiating contracts, and securing financing.
- Wrote and successfully negotiated contracts, ensuring timely execution, attending home inspections, identifying potential issues, and securing favorable outcomes for clients.
- Managed data in CRM, spreadsheets, and other sales tracking systems to ensure accuracy and efficiency.
- Advertised and marketed to potential home buyers and sellers while maintaining a professional image and reputation.

Life Insurance Company

September 2008 - July 2014

Licensed Life and Health Insurance Agent

- Obtained Massachusetts Life and Health Insurance Producers License and provided clients with expert guidance on selecting Life, LTC, Annuities, Fixed Indexed Annuities, and Disability plans.
- Presented various insurance options to clients, completed applications for the chosen products, and ensured clients understood their coverage.
- Opened and supervised a Satellite Office, managing all operations, including hiring and training new staff.
- Successfully taught the material required to pass the Life and Health licensing test, resulting in significant increase in sales.

CERTIFICATIONS

P&C, Life & Health Licensed in the States of WA & AZ

Direct Hire Candidate: 5128 **4-6 LIFE APPS/MONTH**

Licensed Insurance Producer

Reported: 20-30 items/\$20-30k premium/month

Experience: State Farm 1 year

P&C, Life & Health Licensed in WA & AZ

Will work REMOTE in any time zone

Desires a Sales or hybrid role with a State Farm Agency @ \$40-45k base, with the ability to earn \$100k+ total

30-50+ outbound dials/day, 30+ inbound calls, referral sales, pivot and cross selling, lead generation, bundling, customer service & reports selling 4-6 new life policies per month.