

# Direct Hire Candidate: 6019 \*\*\*2-4 LIFE APP/MO\*\*\*

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Licensed Insurance Producer

## EXPERIENCE

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### Local State Farm Agency (Operated by Independently Contracted Agent)

November 2023 - Present

Agent Team Member

- Build and maintain strong client relationships through personalized insurance consultations and proactive service.
- Assess clients' insurance needs and recommend appropriate coverage solutions to mitigate risk.
- Generate new business by identifying opportunities, networking, and leveraging referrals.
- Provide exceptional customer service by addressing policy changes, claims support, and billing inquiries.
- Maintain compliance with state insurance regulations and company policies.
- Collaborate with colleagues and management to optimize office performance and operational efficiency.
- Utilize CRM and agency management tools to track client interactions, renewals, and follow-ups.

### Beauty College

June 2021 - October 2023

Cosmetology Instructor

- Utilized diverse instructional methods, including lectures, demonstrations, role-playing, and simulations, to enhance student learning.
- Developed and implemented curriculum covering fundamentals of hair, skin, and nail care.
- Assisted students with career planning, resume building, and job placement post-graduation.
- Maintained accurate records of attendance, grades, and other student information.
- Conducted regular assessments to monitor student progress and adapt instruction as needed.
- Demonstrated proper use of tools and equipment during practical lab sessions.
- Provided individualized guidance to support mastery of techniques and skills.
- Created lesson plans incorporating hands-on activities to engage students and reinforce learning.

### Licensed Cosmetologist

July 2007 - May 2021

Hair & Makeup Artist

- Provided daily hair and makeup services for guests, ensuring a personalized and professional experience.
- Conducted makeup consultations to understand client preferences and recommend suitable looks.
- Specialized in bridal, boudoir, and special-event styling.
- Scheduled and managed beauty consultations and hair styling appointments efficiently.
- Consulted with clients on desired looks prior to services to ensure satisfaction.
- Maintained clean and organized workstations, tools, and equipment in compliance with salon standards.
- Created elegant up-dos and styles for weddings, proms, and other special occasions.
- Educated clients on proper product use and hair care techniques to maintain their style.
- Demonstrated expertise in cutting, coloring, perming, and styling hair using current trends and professional techniques.

\*\*\* Please note: Employment dates are approximate

## CERTIFICATIONS

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Licensed: P&C, Life – IL, IA

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Licensed Insurance Producer

Reported: 30–40 policies/month, \$30–40k premium/month

Experience: Local State Farm Agency (Operated by Independently Contracted Agent) – 2.5 years

Licensed: P&C, Life – IL, IA

Will work REMOTE in any time zone

Desires a Sales or Hybrid role with Any agency @ \$43k base, with \$60–70k earning potential

50 outbound dials/day, 20–30 inbound calls with EverQuote & SmartFinancial leads, handling claims, add-ons & customer service.

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