

# Direct Hire Candidate: 6098 \*\*\*2-3 LIFE APP/MO\*\*\*

Licensed Insurance Producer

## EXPERIENCE

### Allstate Insurance

May 2024 - April 2026

MSA (Remote)

- Conducted remote sales of personal lines insurance policies, including property and specialty item coverage, across diverse client markets
- Generated new business through a combination of live lead engagement, outbound prospecting, and cold-calling strategies
- Educated clients on coverage options, policy features, deductibles, and risk protection to recommend tailored insurance solutions
- Managed the full sales cycle from initial contact through quote, bind, and policy issuance while maintaining high customer satisfaction
- Assisted clients throughout the claims process by providing guidance, advocacy, and timely communication with carriers
- Built strong client relationships through responsive service, follow-up, and proactive policy support
- Maintained accurate customer records and policy documentation within agency management and CRM systems

### Farmers Insurance Group

November 2021 - September 2023

Agency Owner

- Built and successfully operated a scratch insurance agency from inception, driving business growth and client acquisition from the ground up
- Marketed and sold a wide range of insurance products including auto, home, life, specialty, and commercial coverage
- Managed daily agency operations including sales, customer service, billing, policy administration, and regulatory compliance
- Developed strong client relationships through personalized insurance solutions and exceptional customer support
- Implemented marketing and prospecting strategies to generate new business and increase policy retention
- Oversaw policy servicing, renewals, endorsements, and claims assistance to ensure a seamless client experience
- Earned prestigious award and record for outstanding sales performance and agency production

### Allstate Insurance

May 2018 - September 2021

Licensed Insurance Producer

- Sold and serviced home, auto, and commercial insurance policies while providing tailored coverage recommendations to clients
- Conducted comprehensive policy reviews to identify coverage gaps, assess client needs, and recommend appropriate insurance solutions
- Managed high-volume inbound sales inquiries and outbound prospecting efforts to generate new business opportunities
- Built and maintained strong client relationships through responsive communication and exceptional customer service
- Processed policy changes, renewals, endorsements, and billing inquiries with accuracy and efficiency
- Maintained secure, organized, and compliant client records within agency management and CRM systems
- Assisted clients with claims support and policy education to enhance customer satisfaction and retention

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

## EDUCATION

### Online College

Bachelor of Science

### Community College

Associate Degree

## CERTIFICATIONS

Licensed: P&C, Life & Health – AZ, NV

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Licensed Insurance Producer

Reported: 30-40 items/month, \$35-50k premium/month

Experience: Allstate – 5 years, Farmers – 2 years

Licensed: P&C, Life & Health – AZ, NV

Will work REMOTE in any time zone

Desires a Sales role with a Local State Farm Agency (Operated by Independently Contracted Agent) or Allstate agency @ \$45k+ base, with \$75k earning potential

25+ outbound dials/day, 10+ inbound calls with live lead transfers, referral sales, pivot & cross selling, developing their own leads, networking, agency ownership exposure, commercial sales & customer service. Reports producing 2–3 new life policies per month during time with Farmers.

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