

INVEST IN YOUR FUTURE ARE YOU IN?

Title: Insurance sales agent

Location: Bankers Life, Erie, PA

Summary

As you prepare to transition from campus to career, you're likely looking for an opportunity to put your education to work while making a difference in the world around you. If that's the case, consider a Bankers Life's insurance sales agent career, a unique opportunity to learn the insurance industry from the ground up while impacting the lives of your clients. In many ways, our agents are entrepreneurs. As an independent contractor, you build a client base through our exceptional leads system and manage your own business. But with Bankers Life, you enjoy the support of a national sales organization and leadership team. In this position, you will have the opportunity to sell a wide range of Bankers Life insurance products, including:

- Health insurance
- Long-term care/home health care insurance
- Life insurance
- Annuities

Your success and ours go hand-in-hand. We strive to reward your achievements with competitive compensation, bonuses, and other incentives. As an agent, you'll earn commissions on the products you sell with no cap on annual earnings. Plus, most products offer renewal compensations throughout the life of the policy, which helps you build your income over time.

In addition, we have a special incentive for recent college graduates. If you are a recent college graduate able to obtain your state insurance license and become appointed with a Banker's Life agent number within 6 months of graduation, you are eligible for our entry-level Graduate Agent Program. GAP agents can earn up to \$3,500 in production-based bonuses and up to \$200 towards licensing fee reimbursement during their Successful New Agent period. Ask our team if you qualify for this unique opportunity!

Functions

- Utilize Bankers Life's lead program, collect referrals, and gather contacts with occupational/special-interest groups to compile prospect lists and develop a base of long-term customer sources.
- Approach potential customers over the phone, in person through field sales visits with a trainer/manager, and by partnering with affinity groups.
- Determine customers' needs by scheduling fact-finding appointments and helping to determine long-term goals.
- Develop a coordinated insurance protection plan by calculating and quoting coverage rates.
- Follow steps for underwriting approval.
- Provide excellent customer service by delivering policies, planning follow-up visits, and evaluating needs.
- Update industry knowledge by participating in educational opportunities, maintaining state life and health licensing, building personal networks, and participating in professional organizations.

Qualifications

- Must be eligible to work in the U.S.
- Sales, marketing, customer service or management experience (helpful but not required.)
- Pass a drug screening and criminal background check.
- Obtain a life and health insurance license and appointment with Bankers Life before your scheduled start date.

Skills and characteristics

- Sales and marketing skills
- Strong work ethic
- Ability to work independently
- Self-starter/entrepreneurial spirit
- Goal-oriented and focused on success
- Desire to help people improve their lives
- Time management and organizational skills

Application instructions

- Please email your resume to [Bankers Life, Julianna Hayes, Recruiting Manager, julianna.hayes@bankerslife.com].

Bankers Life is the marketing brand of Bankers Life and Casualty Company, Medicare Supplement insurance policies sold by Colonial Penn Life Insurance Company and select policies sold in New York by Bankers Conseco Life Insurance Company (BCLIC). BCLIC is authorized to sell insurance in New York.

Underwritten by **Bankers Life and Casualty Company**

Administrative Office: Chicago, IL