



FARMERS®

Position Available: Insurance & Financial Services Agent

We are looking to expand in Michigan!

Why Farmers?

Farmers Insurance Group is built on a long history of landmark achievements and dedication of service to our customers. Today, we're the third-largest Property and Casualty insurer in the country. Nevertheless, we are not just a Property Casualty Insurer. We are a multiple lines insurer and the one with the most growth in Gross Written premium of all the multiple lines-insurers in the United States. We are growing and expanding our agency force.

For someone with drive and ambition, becoming a Farmers agent provides a unique opportunity to incorporate a variety of roles into one career. Farmers® agents are not only sales people, but independent business people, counselors, insurance advisors, and can take the next step in their career to become a financial services professional through Farmers®' exclusive broker dealer, Farmers® Financial Solutions, LLC. This is a career in which you can capitalize on your strengths and fulfill your personal and professional aspirations.

Why Be A Farmers Agent?

From Auto and Homeowners insurance to annuities and Life insurance, you can give your customers what they want and - more important - what they need for their current situations and their future dreams.

The Farmers® brand name has come to be synonymous with top-quality insurance and financial products as well as excellent customer service. Your association with Farmers® puts you in an exclusive group of reputable insurance and financial professionals - a feat that many business owners have to struggle for years to accomplish.

At Farmers, you're in business for yourself - but not by yourself. You have freedom as an entrepreneur, but can lean on the strength of one of the world's most established group of insurance companies - Farmers® Insurance Group. You also have help from a local district manager and corporate personnel. Farmers® provides continual support in technology, customer service, marketing and education. With Farmers®, we work together for your success.

As a Farmers agent, you're an independent contractor in business for yourself, but certainly not by yourself. You'll have the latitude to set your own professional goals and income potential. Your determination and energy will set the boundaries of your earning potential throughout your career.

What We Look For in a Candidate

Since candidates come to us from a wide variety of backgrounds, each has different needs and brings unique experience, so it is important to first meet one-on-one to discuss if you would be a good fit with the Farmers® culture, in a position as Agent.

First, it's important to realize that what we have to offer is a career in the insurance and financial services industry and the opportunity to build your own business. This is not an employee position. Since an agent with Farmers® is a sales professional and owner of a profitable small business, the position is a rewarding responsibility for the right candidate who knows that a business is not something you just work in, but *on*...and seeing enough people; saying the right things; doing the right things is something the owner get's done, somehow some way.

Second, the position is also one of five-fold "win" as the Agent's responsibility is to advance the interests of prospects, policyholders, agents, fellow agents and the companies. That means that a good candidate would also understand why integrity is something to maintain, rather than just be something one "has". As such, a good candidate would be articulate, communicative and capable of handling the complexities of why things happen.

Third, if you are the right candidate, you are financially stable and you do not have an unacceptable criminal record or poor credit history, understanding that the position is one requiring licensure and dealing with monies. This position would involve your willingness to obtain your state Property/Casualty, Life, Accident & Health insurance licenses if you do not already have them. We guide all of our candidates through the licensing process as needed; and through our own Reserve and Career Development Systems, provide almost 2 ½ years of education and training in total. Pay would involve an initial short period of commissions only – as a Reserve Agent, during which time it is okay to be working another job during a period of transition into this position. The "Reserve" period can last from 1 to 12 months (depending on the Reserve Agent's progress) after which an agent becomes a Career Agent and is subsidized for up to 2 years, until he/she reaches a point of earning commissions alone. Bonuses and benefits become available after the initial Reserve Program is complete. Important to note that at this time, Farmers® agents earn commissions from a commission schedule that is the highest-paying overall commission structure of all the multiple lines insurers in the United States.

We recognize our opportunity is not for everyone. That's why we seek out and select the highest quality candidates. For those up to the challenge, Farmers is one of the best entrepreneurial opportunities today. We offer incomparable opportunities for income, growth, career fulfillment and success within a powerful and flourishing industry.

To set up an interview please make contact with us by email to **mighty40@comcast.net**; by telephone to **517-381-9100** or by website (www.farmersagent.com/bseipel) and we will be happy to help you learn more. If you have an updated resume, please attach it...otherwise, feel free to just plan to tell us your story.