

It's your ability that will determine your future. Whether you're an experienced seasoned insurance agent, or a self-starter with ever-expanding roots in insurance, you finally want to be able to put your entrepreneurial skills to work, you – you want a truly successful career as an AGLA Career Distribution agent.

JOB DESCRIPTION

We are seeking passionate, self-driven, natural networkers with a desire to make a difference in the market, and service our superior, differentiated insurance products to existing clients. As a full-time agent or independent sales associate, you would help individuals, families, and small businesses. Entry level and experienced candidates alike are encouraged to apply. But no matter your experience, success. We understand that it takes time to build your business, to develop the pipeline, and to provide our new agents with up to a four month financing period – as well as ongoing support – to help you on your path to success.

Because we know – we don't succeed unless you succeed.

Responsibilities:

- Identifying and qualifying sales leads generated from a variety of sources, including direct marketing, cold-calling, and lead databases
- Setting appointments and meeting with prospective customers and business owners in their business, or other settings
- Presenting and explaining our products and services using a consultative approach and a deep understanding of clients' needs and goals

Qualifications:

- High school diploma or equivalent (GED), with a valid state driver's license
- Good communication and listening skills, with a positive attitude and a desire to improve lives
- The ability to explain complex information in clear, concise terms
- Detail-oriented, motivated self-starter, with excellent time management, organizational skills
- Outgoing personality, with a natural bent to network and build relationships
- Ability to obtain or currently possesses an active Life/Health license

Benefits and Compensation:

- Great pay-for-performance
- An industry-leading training and development program

- Ongoing education and professional development
- Continued management support
- Leading-edge technology and industry software
- Professional point-of-sale materials
- Lead generation programs
- Personal recognition opportunities and incentives
- Room to grow, from sales to management
- Group medical, dental, and vision benefits
- Retirement and savings benefits

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Quality of Life Insurance

Changing the way Americans think about, purchase and use life insurance