State Farm Agency Opportunity
Pacific Northwest Zone

The Opportunity

- 17000+ independent contract agents in the U.S
- Largest insurer of autos & homes in the U.S
- State Farm bank is in the top 1% of all banks nationwide
- Fantastic small business opportunity involving:
  - Building relationships in the community
  - Client centered sales & marketing activities
  - Leading & motivating people
  - Being the CEO of a small business and dictating your financial worth
  - http://www.statefarm.com/agents/career/

What are we looking for?

- Entrepreneurs
- Sales & leadership ability
- History of success
- High integrity
- Ability to work independently
- Self driven & self motivated
- Risk takers
- Competitiveness
- Financial wherewithal
- Credit worthiness

How does one become approved?

- Contact AFO/Agency Recruiting
- Take the Sales & Leadership Assessment (An “acceptable” score is required to move forward in the approval process)
- Successfully complete the background check (credit, criminal, MVR, education, employment)
- Attend a Virtual Career Understanding Meeting
- Following VCU, candidate prepares a business plan proposal and is encouraged to visit agents, as well as visit with an AFE
- Competency based interview
- Executive approval committee makes final decision on approval

Once approved:

- Candidates receive daily notification on openings country wide
- Candidate applies or posts for opening and competes for position
- Once selected, candidate is hired as agent intern/employee for approximately 8-9 months and paid full salary + benefits
- Training consists of 9 weeks of classroom training, licensing, and self study; as well as an agency field developer experience
- Following intern training, candidate becomes a TICA (term independent contract agent) and receives an $18,000.00 start up allowance; plus an additional $12,000.00 bonus at the end of year 1.
- Immediate revenue on assigned policies or premium builder compensation with New Market opportunities
- After 12 month TICA period, AA05 eligibility is possible

State Farm is an Equal Opportunity Employer
www.statefarm.com/careers
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