



Greg Hatchett
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Internship – Farmers Insurance

This internship is intended to provide the student with hands on experience working in an existing insurance and financial services agency, with a career path to agency ownership if desired.

During this internship the student will:

- Complete a background check.
- Study for and obtain the General Lines Property and Casualty Agent License.
- Study for and obtain the General Lines Life and Health Agent License.
- Study for and pass the Securities Industries Essentials exam.
- Obtain product knowledge regarding multi-line property and casualty products, various life insurance products (including variable), and mutual funds.
- Learn various product presentations and the reasons for the products based on client need.
- Assist on Registered Representative with regulatory office and file inspections conducted by Registered Principal.
- Assist with recruiting.
- Observe and possibly conduct account reviews with clients.
- Learn about various marketing systems.
- Learn about client management systems (CMS).
- Learn about performance reports and performance management.

After graduation, there is an opportunity for a position in a Farmers agency, which if desired, could include our Protégé Program, which gives the graduate an opportunity to own their own Farmers agency.

How to apply:

- Send your resume to ghatchett1@farmersagent.com