

INSURANCE AGENT

Pacific Way Insurance Services is a multi-line insurance agency capable of supplying our customers with many insurance products. As independent agents, with access to over 200 insurance carriers, we have the opportunity to shop many markets for our customers. By doing this, we are making certain that our customers are given appropriate coverage for the smallest premium.

Pacific Way Insurance Services acknowledges that our sales agents are crucial to the success of our business.

- Highly competitive and rewarding commission schedule
- Openings for new and experienced P/C and Life/Health agents
- Experienced agents will be considered for team lead positions
- Complete training and support provided in-house
- Cold and warm leads provided
- Customer Service staff for all existing business
- We need honest, passionate self-starters that have a burning desire to succeed (with or without experience) to join our team

Job Purpose:

- Provides service to clients' changing insurance needs by selling all forms of insurance, focusing on small business insurance

Duties:

- Develops client base by using referrals, and leads provided by Pacific Way.
- Approaches potential clients by phone solicitation and utilizing mailings
- Determines clients' particular needs by accurately filling out Pacific Way questionnaires and/or supplemental applications. (no accords necessary)
- All customer Service is handled by our corporate office, therefore alleviating busy work for our agents

Skills/Qualifications:

- Entrepreneurial
- Goal oriented
- Ethical and honest
- Have a desire to "earn what you are worth"
- Financially Responsible
- Practice Good Time Management
- Prospecting Skills

Pacific Way Insurance Benefits:

- All Agents are independent contactors and as such will enjoy all of the tax advantages that are afforded to small businesses
- You are in business for yourself – but not by yourself. You have the full backing, guidance and support of your Manager, the corporate Customer Service office, and staff.

- You are considered an independent contractor, and as such you will enjoy all of the tax advantages that are afforded to small businesses in America today.
- Training will include all aspects of running a successful home based agency as well as product and company knowledge.
- How much income you generate during your career is determined by how much energy and skill you put into developing and growing your client base.

For more information visit us on the web at <http://pacifieway.net>.