



### **About the Company**

Michigan Farm Bureau is one of the leading multiline insurance companies doing business in the state of Michigan. We have over 400 trusted advisors across Michigan who markets the products and services we offer. Our two Property-Casualty companies, Farm Bureau Mutual Insurance Company of Michigan and Farm Bureau General Insurance Company of Michigan, have maintained their Excellent (A-) ratings. "The rating is based on the consolidated solid capitalization of the two companies," a spokesman for A.M. Best said. "The rating reflects Farm Bureau Mutual's and Farm Bureau General's favorable operating earnings, and strong market presence in Michigan."

Farm Bureau Life Insurance Company of Michigan has a wide ranging portfolio of permanent and term insurance products, as well as annuities. For the 16th time in 17 years, Farm Bureau Life Insurance Company of Michigan has been named by the Ward Group as one of the 50 most outstanding life insurers in America, based on strength, stability, and outstanding financial performance. Farm Bureau Life Insurance Company of Michigan has maintained its Excellent (A) rating from A.M. Best Company. The affirmation of this rating reflects our excellent level of capitalization and our consistently favorable operating earnings performance. We also provide Michigan Farm Bureau CSAC Agency which serves as an avenue for our agents to offer products and services not offered by our main property and casualty and life companies.

### **About the Opportunity**

Being a Trusted Advisor with Michigan Farm Bureau gives you a chance to earn a substantial income while helping people at the same time. Our agents are trusted advisors who are part of their community. If you are a self-starter with a desire to succeed, and the work ethic to turn that desire into reality, than this is an opportunity for you.

Your income is derived from the new business commissions you earn on sales of insurance, renewal commissions from the existing policies in your agency, and bonuses you can earn by reaching certain levels of productivity. In addition, we offer a guaranteed income to start with unmatched support for growth.

As an agent with Farm Bureau Michigan, you are an independent contractor who has the ability to earn commissions, bonuses, and a benefit package which includes:

- \$565 in monthly benefits fund (health, E & O etc...)
- 5 years of office expenses covered including staff, rent, utilities, computer equipment, office furniture
- \$20,000 office launch fund
- First year base salary of \$30,000 plus commission and bonus'

We are looking to partner with trusted advisors who have income goals of over \$55,000 year 1, \$85,000 by years 2-3 and an overall goal of \$300,000+ by years 7-10.

If you like to be recognized and rewarded for a job well done, Michigan Farm Bureau is a great place to be an agent! We offer sales contests and incentive trips to exciting destinations. Past trips have taken our top agents to New York City, Cabo San Lucas, Napa Valley, Costa Rica, Ireland, Las Vegas, Hong Kong, Orlando, Cancun, and multiple trips to Hawaii.

#### **Qualifications:**

- Prefer experience in sales 2-3 years minimum.
- Must have demonstrated track record of exceeding sales goals.
- Recent experience developing and following a prospecting plan.
- Knowledge and experience with insurance products highly desirable.
- Should have demonstrated skills in consultative sales with high level questioning skills.
- Self-confidence; perseverance; strong work ethic-remain positive and maintain progress towards a goal in spite of obstacles and adversity.
- Preferred prior commissioned based compensation of \$50,000+
- Ability to multi-task in a fast paced environment.
- Prior experience with professional certification/licensing study and attainment desirable.



**We seek the most qualified candidates** for this position in Southeast Michigan. Qualified candidates will have a tremendous opportunity to grow and earn in a supportive atmosphere while offering leading insurance products to their clients and community.

To inquire please submit resume to [bstarr@fbinsmi.com](mailto:bstarr@fbinsmi.com) or call to set up an appointment  
734.243.2630