

Producer Internship and Licensed Producer

As a semester intern with Southern Financial Insurance Group, LLC an intern will achieve their Limited Customer Service Representative license in the State of Florida. The company will pay for this exam and license expenses. Meanwhile the intern will learn how an independent insurance agency works from a sales perspective. Daily tasks will include:

1. Phone solicitations selling to new clients.
2. Phone calls to existing clients and cross selling new products.
3. Making phone cold calls and scheduling appointments for licensed producers.
4. Working in a management system to schedule follow ups and reminders to progress the sales cycle.
5. Learning about insurance coverage, analyzing business and personal insurance needs.
6. Attending "ride-along" meetings with licensed, experienced producers in the field.

Internship is paid. Compensation is based on work performed.

Once an individual graduates a full producer position may be available. Positions will be salary to start with, until a license has been earned. Once licensed, Producers will be placed under contract with a Guaranteed Commission Draw for a predetermined amount of time. Eventually the position will be completely commission based. Continuing education, health insurance, retirement account and other benefits will be paid by the employer.

Training & Licensing Period

- Producer will need to complete a training period in the home office, maximum 6 months.
- Producer will learn operations of agency while in training period.
- Producer will need to obtain all proper licensing during the training period.
- After successful training period, Producer may live and work anywhere in Florida. Upon request and approval from management, a Producer may live anywhere in the United States.

Employment

- Producer will be responsible to continue all daily activities from the internship position, and will also include in-person solicitations for new business writings.
- Producer will need to meet annual sales goals in order to maintain position and benefits.
- Producer will be responsible for home office expenses, mobile communication expenses, and all entertainment expenses.
- Producer will consult with customers on their insurance needs and making recommendations.

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