
Life Insurance Agent Resume

Job Objective

To obtain a Life Insurance Agent position where the organization will take advantage of my loyalty, secrecy, clerical, organizational and administrative skills.

Work Experience:

Life Insurance Agent, May 2004 – Present
AAA Mid-Atlantic, Inc., Kissimmee, FL

- Identified potential clients with the provided leads.
- Developed and maintained relationships with current customers and provided service and maintenance of renewal policies.
- Ensured appropriate follow-up with members and clients to gain necessary information.
- Prepared complete and accurate applications with underwriting acceptability for insurance carriers.
- Advised and assisted credit union members and clients to obtaining appropriate insurance products.
- Succeeded in exceeding agency production standards.

Life Insurance Agent, March 2002– April 2004
AAA Auto Club, Kissimmee, FL

- Conducted annual insurance reviews using a needs analysis profile.
 - Resolved customer concerns, generated new sales, and acquired referrals for potential new customers.
 - Completed all training programs outlined by company.
 - Achieved and maintained knowledge and proficiency in all products, sales, presentations and software applications.
 - Utilized technology to communicate with clients, agents and strategic partners.
 - Maintained accurate records and files.
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Summary of Qualifications:

- Remarkable consumer sales experience within the insurance industry
 - In-depth knowledge of insurance laws, regulations and processes
 - Ability to interpret insurance policies and insurance coverage
 - Profound ability to earn clients trust
 - Sound telephone and oral communication skills
 - Ability to interpret and follow underwriting guidelines
 - Amazing ability to work independently
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Education:

Associate Degree in Insurance, Richland Community College, Decatur, IL

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