

# SMALL ACCOUNT SALES REPRESENTATIVE



## What are we looking for?

We are seeking energetic, dynamic, competitive individuals who are passionate about sales and ready to jump-start their careers in the insurance industry. Each candidate will be a part of the 50/50 Program, a rigorous two-year training-and-development program designed to shape candidates into elite salespeople who can drive new business opportunities.

## What is the 50/50 Program?

The 50/50 Program is a joint venture between USLI and select customer partners. Participants in the 50/50 Program work for successful independent insurance agencies in sales and marketing positions.

## What do you get?

Each participant receives a detailed 24-month training and development plan and is paired with two experienced salespeople who act as their leaders and mentors and are dedicated to their success. Participants receive intensive hands-on training and are challenged each day to develop superior sales habits that will prepare them for long-term success in the insurance industry. Candidates should be prepared for a challenge, as the training program is rigorous but equally rewarding for those who complete it.

## What is required?

- ▶ Strong analytical, organizational and communication skills
- ▶ Ability to work in a fast-paced environment
- ▶ A positive attitude, a desire for coaching and a strong work ethic are essential
- ▶ College degree or completion of military/other industry training program preferred

## What is the position?

This is a sales-and-service role requiring the individual to review, quote, process and service small business accounts in order to become the small account expert in his or her office. The small account sales representative will learn USLI's appetite, selling features and value-added services to appropriately qualify risks and effectively sell accounts. He or she will be evaluated on his or her closing ratio, which should be 25 percent or better.

## What are graduates saying?

"The 50/50 program lays out the ground work and if you put in the time, the sky is the limit."

"The 50/50 program is the best way to break into a great industry."

"The 50/50 program was one of the most difficult yet rewarding experiences of my life."

"My only regret is not starting this program sooner."

"I now know what it takes to be a producer in this business and how to be successful at it."



**To apply, please view our "Entry Level Sales Representative" posting at [usli.com/careers](https://usli.com/careers)!**

*The 50/50 Program is a joint venture between USLI and select customer partners (independent retail agents or wholesale brokers). We are always accepting applications for this program, due to the variety of openings around the country. Candidates should be prepared for a challenge, as the program is rigorous but equally rewarding for those who complete it.*