Job Title: Sales Managers

We are looking for sales managers to expand our territories where we are generating direct mail leads. We have been in the business for 19 years and have developed a turn-key operation from sales system, lead generation, training, recruiting and motivation.

Develop a multiple six figure income in overrides on a multi-state team of agents operating our lead program.

Our qualified lead inventory is growing and we need sales reps to meet with them ASAP!  These clients fill out a form with their birthdate, height, weight, smoking status, best time to call, who to ask for, cell phone, home phone, work phone, email and then they sign the form.  They already want life insurance.  We meet with them to help them find the right product among 15 different carriers that we represent.  HELP!

Stats based on following our sales system exactly:

* Average appointment time:  1 to 1.5 hours
* Average closing rate for a new agent:  55%
* Average income for an agent that runs six appointments a week is around $6,000 a month part-time.
* Referrals per home: 10-15 (our referral system is not what you think - proprietary)
* Annuity referral system will add additional 25% to 50% additional income

Benefits Include:

* Competitive Income
* $35,000 - $50,000 Part Time Sales
* $50,000 - $200,000 Full Time Sales
* $200,000+ Management Roles
* Top-Notch Lead systems so you spend more time making money than marketing for clients
* 55% Closing Ratio with training to get you to 70% with our proprietary sales system
* Flexible schedule
* Innovative company sales training system (online and in person)

Career Progression

* You can start into management right away earning override income on your team
* Top commission contract is 120% - top override percentage is 65%
* We have a turn key recruiting and building program
* Top managers earn multiple six figures of override income per year

Job Requirements:

* 1+ years of Sales Experience and proven track-record of sales success
* Background of Financial sales or knowledge of financial products helpful but not required – we have a very comprehensive training program
* Be able to operate in an entrepreneurial environment
* For the sales manager positions, the ability to build internal sales teams and manage sales structures and teams or the willingness to be mentored to learn these skills

Why this business will fulfill you:

* You will feel good about helping people protect their families
* You will feel empowered with 16 companies to offer clients to craft a program perfect for them
* You will feel like you’re making a sincere difference in people's lives
* You will create long term relationships with your clients who will appreciate what you do for them
* You will create a tremendous income through serving others

 Other Careers that transition well to our program:

* Real Estate Agents
* Mortgage Brokers
* Health Insurance Sales Agents
* Property Casualty Sales Agents
* Home Improvement Sales Agents
* Car Sales Agents
* Finance and Insurance Sales Agents