

<p><b>Job Responsibilities</b></p>	<p>Responsible for cross-selling financial products directly related to established agents' property/casualty book of business</p> <p>The following duties cover what are generally believed to be principal and essential functions of the job. Specific circumstances may allow or require some people assigned to the job to perform a somewhat different combination of duties.</p> <ol style="list-style-type: none"> <li>1. Develops list of prospective clients upon the advice of agents' knowledge of potential customers.</li> <li>2. Contacts prospects, makes appointments, performs one-on-one needs analysis with clients and makes recommendations, closes the sale.</li> <li>3. Completes applications, all necessary forms, arranges medical requirements, collects and submits money and underwriting requirements to Home Office and follows through on sale completion until the policy is paid and delivered.</li> <li>4. Conducts annual Care Review with clients.</li> <li>5. Conducts professional sales seminars based on customer needs and follows up on leads generated.</li> <li>6. Maintains required activity levels necessary to meet revenue, production, growth and life persistency targets.</li> <li>7. Provides agent with weekly updates on activity.</li> <li>8. Manages to an established budget.</li> <li>9. Performs other duties as assigned.</li> </ol>
<p><b>Job Requirements</b></p>	<p><i>Education</i> Undergraduate degree preferred. Prefer technical insurance coursework.</p> <p><i>License</i> Must be licensed in accordance with insurance laws and regulations in the state(s) of operation for line of insurance written by: Nationwide Insurance, Nationwide Financial, NASD licenses and Variable Annuity license, including Series 6 and Series 63 registration.</p> <p><i>Experience</i> Two years related experience in selling financial products.</p>

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<p><b>Job Requirements,</b> <i>continued</i></p>	<p><i>Knowledge</i> Knowledge of insurance financial products, sales, customer services and training initiatives required. Knowledge of life underwriting practices and procedures for financial lines of business strongly preferred.</p> <p><i>Skills</i> Demonstrated decision-making skills, including the ability to meet objectives, set priorities and manage resources assuring objectives are met within budget. Ability to operate a personal computer and related software.</p> <p><i>Working Conditions/ Physical Requirements</i> Work environment includes working from home and traveling to agents' offices.</p>
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