



## ISU INSURANCE AGENCY NETWORK

[www.joinisu.com](http://www.joinisu.com)

[www.isunetwork.com](http://www.isunetwork.com)

**Offers career opportunities in the following areas:**

- Washington
- Oregon
- Pennsylvania
- North Carolina
- Illinois
- Michigan
- Ohio

### **Company Description**

Very established, highly respected and growing national network of 160 superior P&C and L&H Agents across 30 States. Headquartered in San Francisco with regional offices in Charlotte, NC, Austin, TX, Indianapolis, IN

### **Job Description**

The primary objective is to successfully conclude our three step sales process with independent insurance agency owners who employ from 7 to 30 full time employees.

The first step is a face to face visit with a qualified owner in which you introduce the benefits of the ISU Insurance Agency Network model and obtain agreement to complete a return on investment calculation worksheet to get the financial benefits to the Agent into writing or to conclude there are no significant benefits. The second step is to have the prospect complete an application for membership. The third step is to execute the membership contract and conclude the process.

### **Compensation**

The compensation package is a base, a per sale commission and an annual contract renewal bonus which should easily generate \$125,000 of annual earnings.

### **Desired Skills and Experience**

The ideal candidate has at least 10 years of experience calling on Independent Agents as an insurance company marketing representative, a wholesale broker or a premium finance services professional. Its important that you know and have a relationship with the Agents in the region and have had a positive experience with them. Candidate needs reliable transportation, tenacity and drive and must be organized, affable and articulate.