



Brad Maier, Agent

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There when things go wrong.
Here to help life go right.™

INSURANCE CAREER PATHWAY

**4755 W. Tilghman St,
Allentown, PA 18104
484-954-3850**

Find current opening, agency updates, and events at www.maierinsurance.com

***Please like our business pages for agency updates and events:
[Facebook - Maier Insurance](#), [Google - Maier Insurance](#),
or [LinkedIn - Maier Insurance](#)**

Our Commitment to YOU

To Meet and Exceed the Insurance Needs of the Community by Giving Our Customers the Knowledge to Make Informed Decisions to Meet Their Future Needs and Goals

Knowledge, Skills, and Abilities Needed

We're looking for employees who are or have

- Motivated Self Starter who thrives in a fast-paced environment
- Build and Develop customer relationships within the community to promote State Farm Product including Home, Auto, and Life Insurance

Brad Maier State Farm Agency

Agent / Business Owner

- Business owner in the community that provides guidance on many products, including Home, Auto, and Life Insurance.
- Lead a team of individuals who focus on helping current customers and offer potential customers with solutions
- Focus on supporting the local community that you live and work. Individuals will look to you for support and knowledge to protect their families

State Farm Agent Aspirant

- Unlimited sales potential, while learning the business first hand. This program gives you the head start over other candidates to pursue an Agency career.
- Work with agency training so individuals can develop themselves into highly valued internal candidates
- Managing PFA Account
- Involved in hiring process
- 24-36 month in Agent Aspirant role
- High ability to multi-task and take on addition responsibilities that allows for overall agency growth.
- Hourly / Commission – Range 50k+
- *Unlimited potential with high Life Insurance Production

Office Manager / Marketing

- Executing many daily activities within the agency, including hiring, marketing, expense management, and team training / effectiveness, and yearly performance reviews
- Work with the agent to establish and meet marketing goals and return on investment
- Retention strategy, lowering lapse & cancelation of agency
- Hourly / Commission (based on office goals) – Range 50k+

Account Manager

- Requires a PA Property & Casualty and Life & Health License
- Motivated self-starter who thrives in a fast paced environment
- Provide prompt, accurate, and friendly customer
- Develop leads, schedule appointments, and identify customer needs
- High level of focus when ensuring we discuss life insurance needs with every customer.
- Hourly / Commission – Range 50k-75k
- *Unlimited potential with high Life Insurance Production

In-Book Sales / Service

- Requires a PA Property & Casualty License
- Focus on in-book marketing with current customers and focus on a needs-based review process that looks for gaps in current coverage
- Support customers with current policies and exceed customers' expectations
- In-book Life Insurance discussion with currently customer in addition to setting appointment with the agent and licensed account managers
- Hourly / Commission – Range 50k-75k
- *Unlimited potential with high Life Insurance Production

Agency Intern / Outbound Calls

- Typically unlicensed
- Learn various aspects of the business
- Make outbound calls to prospects and hand off prospects to licensed Account Managers when quotes are requested
- Hourly (part to full time)

