

Position Summary

Part-time position – 10:00 a.m. – 3:00 p.m. Monday - Friday

*Are you looking for a rewarding career with the opportunity for growth and development?
Do you enjoy helping people?
Do people enjoy talking with you?*

We are comprised of motivated, self-directed, competitive, independent, hardworking leaders who love to work together to accomplish team objectives but who pride themselves on individual achievement. This individual will work to effectively develop new sales leads. This person should have significant inside sales cold calling experience as well as strong communication skills. In this position, you will be responsible for creating, maintaining and optimizing relationships with our customers.

Our ideal representative has a high degree of integrity and professionalism with customers and our teams, and can quickly learn new information. You must possess excellent verbal, written and telephone communication skills and manage detailed work such as paperwork and customer follow-up. You must also have a strong work ethic, demonstrated enthusiasm and an entrepreneurial spirit.

This is a fantastic opportunity with a stable, family-oriented organization to advance your career. This position offers career paths to Business Development and territory management. Don't let this opportunity pass you by!

Responsibilities

- Become a knowledgeable Senior Market Insurance Professional
- Approach seniors via Cold Calling, Telemarketing, Warm Internet Leads, Direct Transfer Leads, and Direct Mail to educate and inquire about Seniors' health insurance needs when turning 65 and 66+. You are here to sell insurance that helps protect seniors from large medical bills after Medicare pays its share, and to cover certain expenses that Medicare doesn't cover.
- Explain the differences between policies and plan specifics so seniors can make informed decisions about their purchases
- Assist with obtaining underwriting approval when necessary
- Respond to prospect and client questions and complaints
- Follow up with clients after initial meetings, conversations, or sales
- Develop positive working relationships with prospects and clients
- Participate in continuing education programs in both insurance and sales
- Do the right thing for the senior citizen you are helping

Insurance Products Our Agency Helps Seniors With

- Medicare Supplements (Medigap)
- Senior Dental, Vision, and Hearing plans
- Final Expense Life
- Cancer plans
- Hospital Indemnity plans
- Prescription Drug Plans

Qualifications and Abilities

- Michigan Health Insurance License, (Preferably Life and Health, willing to help right candidate attain.)
- Higher degree of comfort with technology, you will be using internet-based VOIP phone software systems, CRM's, Websites, and business computers with multiple drives.
- Ability to probe and assess prospect needs and situation
- Resilient mindset, you must accept that many of the people you talk to aren't going to work out as customers/clients. You must be able to remind yourself that "that wasn't the person I am supposed to help today" and move on.
- Ability to maintain a positive attitude and solid energy level. We understand the wave dynamics of insurance sales where highs and lows can have high amplitudes. Your ability to stay the course, trust the system, trust the products, and be humble will make the difference.
- Ability to find the solution to the prospect's needs/problem. This will be done by knowing your insurance carriers, the products, and the rules of the game.
- Motivated to make money, but not at the expense of personal character, morals, reputation, or relationships.
- Must be able to pass a criminal background investigation, credit evaluation, and reference check before employment. States and Insurance carriers will not appoint you without them.

Compensation

Base Pay: Paid Bi-weekly

Bi-weekly Bonus: \$10 - \$50 per approved application (Varies by Product)

Part-time position with the opportunity to become full time.

Start date of June 4, 2018

About AIP Marketing Alliance (AIPMA)

We are an established and successful full-service, national brokerage firm. Founded in 1981, the AIPMA is a National Marketing Organization that specializes in the distribution of Annuities, Life Insurance, Long-Term Care and Senior Health products. Visit aipma.com or our [LinkedIn](#) to learn about AIPMA!