Farmers Insurance Agency Protégé Program

Description of Protégé duties:
This program is designed to give an aspiring entrepreneur the opportunity to experience the complete control of running their own insurance agency, under the guidance of a local Farmers Insurance mentor agent. You will be responsible for designing and executing a marketing plan; while having access to a marketing budget (up to $700/month). Marketing plans include, but are not limited to establishing relationships with community members through network marketing, social media, along with contacting new and existing customers via telephone and direct mail. As an Intern Protégé, you are responsible for tracking the progress of your marketing efforts and are encouraged to identify new marketing strategies. With the training of Farmers Insurance Mentor agent, Nationally Recognized University of Farmers online training and local district office you will be exposed to all facets of how to operate a successful business.

What we expect the intern(s) to gain from this experience?
Intern(s) will learn “How to see enough People and say the right things” which is the most critical piece for any business adventure. You will be able to identify and connect with different learning styles which will help you better align with a client’s or prospects needs. With true hands on experience you will be able to analyze return on investments (ROI’s) and with assistance can make your own business decisions. You are also expected to learn different marketing techniques and see how they impact the growth of a future small businesses. You can also expect to develop customer service, marketing, entrepreneurship and sales skills.

Operating Details:

Business hours: M-Fri 9:00am – 7:00 pm – Occasional Saturdays
- Specific hours to be discussed
- Number of hours for this internship: Approximately 20+ hours per week

Pay Range: $10-$12/hour + Commissions + Bonus
- Must be or willing to obtain Illinois Property and Casualty License prior to start date

Apply through email by sending resumes to rob.jstarkey@farmersagency.com