Title: Insurance Sales Agent Intern  
Location: Open

Summary:  
Bankers Life and Casualty Company’s Insurance Sales Agent Internship offers students real world experience in business management and sales, providing them an opportunity to build their career just like our independent contractor Agents. Supported by Bankers’ Home Office, training programs and mentoring, Insurance Sales Agent Interns will have access to the resources our Agents use to understand the needs of our customers and provide insurance solutions to help families protect their financial security and prepare for retirement.

Internship Track:  
Our Insurance Sales Agent Internship is a summer opportunity starting June 2, 2014 and ending August 8, 2014. With support and guidance from the branch office, students will be responsible for obtaining their life and health license according to state requirements and appointment through Bankers as an independent contractor prior to May 30, 2014. The program offers students the opportunity to learn valuable business management, communication, and sales skills. The Insurance Sales Agent Internship track includes:

• Weeks 1-3: Orientation, introduction to branch operations, product and sales training, job shadowing in the branch office
• Weeks 4-10: Field sales with a mentor, nationwide Intern Sales Competition

Intern Compensation:
• Licensing reimbursement for Interns passing the licensing exam on the first attempt  
• A $1,630 stipend paid out in the following increments:
  o $500 – June ($630 gross less $130 deduction for Errors and Omissions insurance)
  o $500 – July
  o $500 – August
• Commissions paid on sales
• Intern Sales Competition bonus potential

Qualifications:
• College students entering their junior or senior year
• A life and health insurance license and appointment through Bankers Life and Casualty Company obtained prior to May 30, 2014
• Must be eligible to work in the U.S.

Skills and Characteristics:
• Self-starter/entrepreneurial spirit
• Goal-oriented and focused on success
• Flexible, adaptable, trainable
• Desire to help people improve their lives
• Time management and organizational skills

Bankers Life and Casualty Company is an Equal Opportunity Company M/F/D/H.