



## Financial Services Representative

In 1977, Primerica was founded on a simple idea: Just do what's right. That concept remains at the heart of everything we do for Main Street families every day.

We teach people how money works because we believe a solid foundation of financial knowledge is the key to making healthy money choices. We pioneered the "Buy Term and Invest the Difference" philosophy—a crusade which revolutionized the life insurance industry and the investment business.

As a member of the Primerica team, you'll be making a difference in the lives of families just like yours by empowering them with a deeper understanding of their finances and providing the solutions they need to achieve their goals.

### Job Description

Do you believe you deserve to build a strong book of business? Lead your own team? Earn a solid, six-figure income? If you're motivated to maximize your existing strengths and develop new ones, Primerica is the perfect match for you.

### What We Offer

- A flexible schedule that works for you
- The ability to work from home (or wherever you need to)
- Extensive training to enhance your skill set and resume
- Paid state exam and registration fees
- One-on-one training in the field and ongoing mentorship
- Training bonuses to match your level of motivation
- Management growth potential
- Valuable opportunity to create/expand your own book of business

### Your Purpose in this Role

- Prioritize ongoing personal development
- Continuously build knowledge around insurance and investments
- Demonstrate excellent communication skills, particularly via phone and video conferencing (necessary on daily basis)
- Closely track client needs and implement strategies for wealth creation
- Recognize insurable interests and determine proper coverage

- Practice and hone team leadership skills
- Actively participate in team leadership meetings
- Maintain all applicable licenses for insurance and investments
- Cultivate strong business relationships for success and build your book of business

#### The **Skills and Mindset** You Bring

- Time commitment based on availability: 10-hr work week considered part time; 20-hr plus considered full-time
- Must be adaptable to new ideas
- Independence and ability to self-motivate are essential
- Confidence and work ethic heavily weighted
- Previous management experience beneficial but not required
- Investment and insurance licenses are beneficial but not required (100% of necessary training and licenses provided)

Our people are the kind who refuse to lose because they are invested in something bigger than themselves, whether it's personal growth, family, or professional success (often all three!). Are you ready to win?

#### To **Apply**

Contact **Isis Latham** by phone 603.554.4399 or email [isisHlatham@primerica.com](mailto:isisHlatham@primerica.com) to schedule an interview.