

NOW HIRING:

Financial Services Professional Licensed Life Insurance Agent



Glendale | Encino | Pasadena | Century City | Los Angeles

What are you looking for in a career?

- Financial Growth?
- Advancement Opportunities?
- Personal Satisfaction?

You will find all that and more as an Agent with New York Life.

We are looking for motivated self-starters who would like to:

- Manage their own work schedule and establish an attractive work/life balance.
- Build their career with significant income potential.
- Grow their business supported by the strength and integrity of New York Life.
- Make a difference in their community by helping others achieve peace of mind.
- Customize their career path to match their personal goals.
- Experience a lifetime of learning and professional development.
- Enjoy recognition and rewards for their achievements.
- Define their career path as an agent and have the opportunity for management.

Qualifications:

- Bachelor's degree is preferred.
- Organized, detail-oriented and excellent time management skills.
- Strong sales, leadership and communication skills.
- Ability to work in a team based environment. Previous sales experience preferred.
- Previous Insurance industry experience not required.
- Highly self-motivated and self-disciplined. Relationship building and networking abilities.
- Life & Health Insurance Licensed not required (company will pay for sponsorship) FINRA Series 6, Series 7, Series 63 a plus (paid sponsorship available after employment)
- Personal Transportation will be required for this position.

Responsibilities:

- Build relationships with clients beyond a transactional basis.
- Develop your professional skills and knowledge.
- Develop and implement business and marketing plans.
- Prospect for potential clients. Schedule appointments and meet with clients.
- Discuss financial concerns and needs of individuals.
- Present potential solutions using our wide array of products.
- Provide ongoing client support to new and existing clients.

Benefits:

- Health/Dental/Life/Disability from day one
- 401(k) plan after one year of service and Defined Pension Plan*
- Continuing education reimbursement
- Reimbursement for industry designations
- Discounts from major wireless carriers
- Local discounts (based on location) for gym memberships

*Certain eligibility requirements apply. Monthly payments are determined by your earnings, years of service, agent and the form of payment you chose. The Company reserves the right to amend or terminate the plan at any time for any reason.

A Career Opportunity of a Lifetime:

- Career Advancement - Continue to build your own business or, if qualified, move into management – the choice is up to you. Criteria for management are defined and quantifiable. After two years as a successful agent, additional opportunities that may be available include: sales development manager, product consultant, and Home Office opportunities in recruiting, marketing or training.
- Training - NYLIC University: One of the most comprehensive and well-respected training programs in the industry.
- Constant Support - During and after formal training, you will receive continuous assistance from your manager and peers in your region and across the country to help you succeed. New York Life offers the feeling of being in business for yourself, but not by yourself. On-site trainers and product consultants are available to you and this is coupled with an entire division within the company located in the Home Office dedicated to providing agents with prospecting and sales ideas, product knowledge and application -- we want our new agents to be successful!
- Integrity – New York Life-The Company You Keep® - Represent a company you can believe in, be proud of and find a career home with.

Forging a Career with a 173-Year-Old Company:

- Ranked #65 on the *Fortune* 500 list, *Fortune Magazine*, 2017
- Ranked #6 on "Best Finance Companies to Work for in America", *Business Insider*, 2016
- Named a "Best Place to Work for LGBT Equality" for 2016 by receiving a perfect score of 100 percent on the 2016 Corporate Equality Index (CEI), a national benchmarking survey and report administered by the Human Rights Campaign Foundation
- *Profiles in Diversity Journal* - 2015 Diversity Leader Award
- Ranked #23 on "Top 50 Companies for Diversity", Diversity Inc, 2016
- "Latino 100" providing most viable business opportunities, *Latino Magazine*, 2016

EOE M/F/D/V/SO



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