

# Job Title: Financial Professional

Company: New York Life Insurance Company

We are looking for motivated self-starters who are seeking a rewarding career in a company with a solid reputation and tremendous resources. Becoming a New York Life Financial Professional (Agent) is an ideal opportunity for individuals who want to build a financial services business with substantial income potential, help others achieve financial security, and maintain a flexible schedule. We offer tremendous guidance, encouragement, and training for those who want to take this path. As a Financial Professional it is your responsibility to help individuals plan for their future through insurance and investment products. Do you have a retirement plan in place? What do you have to do today, to put your children through college? How do you plan on transferring your wealth to heirs?

## **Qualifications:**

- Completion of a Four Year College Degree Preferred
- Previous sales experience a plus
- Financial Professional experience a plus
- Ambitious individual looking for leadership opportunities
- Highly self-motivated and self-disciplined with ability to work effectively with little or no supervision
- Organized, detail-oriented, and excellent time-management skills
- Strong sales, analytical, decision-making, interpersonal, leadership and communications skills
- Ability to work in a team-based environment
- Insurance sales experience not required

## **Responsibilities:**

- Develop and implement business marketing plans
- Help families, individuals and businesses plan for their financial futures through insurance and investment products
- Prospect for potential clients
- Discuss financial concerns and needs of individuals by acting as their financial professional
- Present potential solutions using our world class suite of products and services
- Develop your professional skills and knowledge

**Benefits:**

- Health/Dental/Life/Disability from day one
- 401(k) plan (after one year of service) and Defined Pension Plan \*
- Reimbursement for courses taken on industry designations
- Training - NYLIC University: One of the most comprehensive and well-respected training programs in the industry
- 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.

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

We are among the strongest and most respected financial companies in America today, ranking on the top 100 of the Fortune 500 list. New York Life has earned the highest possible financial strength ratings currently awarded to any life insurer from the major ratings agencies such as Standard & Poor's (AA+); A.M. Best (A++); Moody's (Aaa); and Fitch (AAA). Source: Individual Third Party Ratings Reports as of 7/27/17. For the past 63 consecutive years we have led the way in the industry with the most US members of the Million Dollar Round Table, the standard of excellence for life insurance sales performance in the insurance and financial services industry.

At New York Life, we strive to be the best every day, the same as you. Here are just a few of our recent recognitions:

- Ranked #65 on the Fortune 500 list, *Fortune* magazine, June 2017
- *Profiles in Diversity Journal* – 2016 Diversity Leader Award
- Ranked #23 on Diversity Inc's "Top 50 Companies for Diversity" for 2016
- Named a "Best Place to Work for LGBT Equality" for 2016 by receiving a perfect score of 100% on the 2016 Corporate Equality Index (CEI), a national benchmarking survey and report administered by the Human Rights Campaign Foundation

Email resume to Long Nguyen at [lvnguyen@ft.newyorklife.com](mailto:lvnguyen@ft.newyorklife.com) and follow up with a phone call to 303-871-7217.

Apply today!  
EOE M/F/D/V/SO