

## Individual Health Insurance Advisor

At Vizance, we are always moving forward, with an attitude of true partnership among our fellow associates, our clients, our insurance company partners and our communities.

“Vizance” is a unique name that we created. It means “*moving forward*” and is pronounced VIZE-ense (combination of Vision and Guidance). The name embodies our vision: To be the leader in associate loyalty and client relationships.

### WHY JOIN VIZANCE?

Vizance has over 185 associates in 10 locations throughout Wisconsin and is among the top 1% of all insurance agencies in the United States, based on agency revenue. We are different from other insurance agencies – on purpose! The combination of our Culture, Independence, and Performance / System-Based Mindset clearly differentiates us as a company built to last. Our independence allows us to re-invest in our business and ensures optimal decision making and consistency for our associates and clients.

Vizance has earned a number of awards, including Top Workplaces, Best Places to Work, Future 50, and Fastest Growing Firms. We are proud to be a Minority-Owned Business Enterprise (MBE).

### WHAT YOU WILL DO AT VIZANCE

- Meet with clients in-person and virtually
- Maintain and grow your book of business (you will inherit a book of business when joining the team!)
- Align clients with the right insurer while providing a consultative approach
- Develop a strong knowledge of our resources and services
- Assist clients during our busy renewal season

### WHAT YOU WILL BRING TO VIZANCE

- Excellent communication and negotiation skills
- Self-motivation and a growth-oriented mindset
- Desire to create and nurture relationships with clients
- A proven track record of closing sales (preferred)
- Bachelor's Degree (preferred)
- Life and Health insurance license is preferred, but not required

### WHAT YOU WILL LIKE ABOUT BEING AN ASSOCIATE AT VIZANCE

- Compensation involves a salary plus commission structure and transitions to commission based.
- Comprehensive employee benefits package- medical, dental, vision, life, and disability insurance, 401(k) match
- Best-in-class training and mentorship
- Ongoing education opportunities
- Support of dedicated service teams
- **Security of working for a stable, independent agency with a defined path for internal succession**

