

Michael Calvin
Dependable, Resourceful, Receptive
Optimistic, Persistent, Ambitious

Contact information
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Employment History:

Liberty Mutual Insurance (March 2021 – October 2021)

Contractor/Licensed Insurance Agent

Working with Liberty Mutual Insurance has been a wonderful experience for me as an agent. Allowing me to: learn, grow, and work with clients all across the country. I am currently in the role of a contractor, with hopes of growing into a permanent role with Liberty Mutual.

Northstar Insurance Advisors (January 2019 – February 2021)

Licensed Insurance Agent

Certification: Life (Missouri, Illinois, Kansas, Alabama, South Carolina, Tennessee, Washington, Kentucky, Oklahoma, Texas, Arizona, Louisiana)

Awarded Recognition of Sales Achievement 2019: American Amicable Life Insurance Company of Texas, IA American Life Insurance Company, Occidental Life Insurance Company of North Carolina, Pioneer American Insurance, Pioneer Security Life Insurance Company

Working with Northstar Insurance Advisors as a licensed agent was a fantastic growing experience. Contracted through American Amicable Group of Life Insurance Companies, I was able to assist clients with their final expense needs. Using a telephonic sales process, I was able to health qualify clients from all over the country.

My areas of expertise included: Knowledge of state regulated final expense plans, professional need-analysis sales presentations, and product knowledge ranging from \$2,000 - \$35,000 Whole Life Insurance policies.

Healthcare Solutions Team (April 2018- January 2019)

Licensed Insurance Broker

Certification: Life, Accident and Health (Missouri, Illinois, Kansas, Tennessee, and Texas Department of Insurance).

Working with the Healthcare Solutions Team, I proudly represent major carriers (United Healthcare, Mutual of Omaha, National General Insurance, Ameritas, and Health Insurance Innovations) to provide quality and affordable coverage. I have had the pleasure to serve a multi-state clientele, providing quality service that is worthy to my calling.

My areas of expertise include: Knowledge for Life, Accident and Health, and Dental Insurance plans. Experience in outbound telephonic marketing. Also, preparing need-based presentations, for clients ranging from all walks of life and age ranges.

INSURE ONE (November 2016 – April 2018)

Insurance Broker and Branch Manager

Certification: Property and Casualty Insurance (Missouri Department of Insurance, Illinois Department of Insurance)

Working with Insure One has been the best experience of my career. Insure One gave me a great opportunity. Our primary focus is Property and Casualty Insurance sales. I am able to now service clients in Missouri and Illinois. Insure One has encouraged me to use my skills for both telephonic sales and face to face sales. This is important to me because I can be a local agent for clients. Also, I can still reach out to clients across the state.

Lastly, as Branch Manager, I am proud to say that my location has significantly beat our sales goals every single month.

My areas of expertise include: Auto Insurance (Full Coverage and Liability), SR-22 Insurance Plans, Personal Property Insurance Plans, ELS State transactions, Customer Service, and Management for our Washington Park branch.

ISC DIRECT GROUP (2014-2016)

Insurance Broker and Team Sales Leader

Certification: Life, Accident and Health Insurance License (Missouri Department of Insurance, Texas Department of Insurance, Georgia Department of Insurance, Tennessee

Department of Insurance, Louisiana Department of Insurance).

Working as an Insurance Broker for ISC Direct Group was a major step for me, in my career. Our primary focus was telephonic sales. Although I was unable to service my clients face to face, ISC Direct Group provided me with an insurance license in multiple states. For me, this meant an opportunity to reach clients that were inaccessible before.

My areas of expertise included: Final Expense/Whole Life Insurance, Term Life Insurance, and Major Medical/Affordable Healthcare Plans/ACA Plans.

Bankers Life and Casualty and Colonial Penn Life Insurance (2012-2014)

Insurance Agent

Certification: Life, Accident and Health Insurance License (Missouri Department of Insurance).

During my time with Bankers Life and Casualty, and Colonial Penn Life, I worked almost exclusively with the senior market. This was a very pleasant experience for me, as a new agent. Our primary focus was door to door sales, in the St. Louis area.

My areas of expertise included: Final Expense/Whole Life Insurance, Term Life Insurance Critical Illness/Critical Benefit Plans, Medicare Supplement Plans, Medicare Part D/Prescription Drug Plans, and Medicare Part C/Medicare Advantage Plans/MAPD

Farmers Insurance Group (2010-2012)

Agency Producer, Marketing Director, and Customer Service Representative for the Grace Klaas Agency

Marketing Director for the James Bachelder Agency.

Marketing Director the Mark DeBerry Agency.

Certification: Property and Casualty Insurance License. Life, Accident and Health Insurance License (Missouri Department of Insurance).

Working with District 51, and being a member of Farmers Insurance, was an excellent experience for me. I was part of a great team, with a fantastic support system. Personal, and professional, growth was always encouraged.

My duties included: servicing inbound and outbound calls, sales/marketing, extending a positive relationship with clients, marketing financial services and service discounts.