Farm Insurance Producer

We're building a new technology-enabled farm insurance broker designed around customers and relationships NOT workflows.

Customers are at the heart of what we do. The reason why we innovate, care and create is for our customers and future customers. Farm clients want and need great advisors and a better customer experience.

Technology enabled, Advisor driven.

Location: Anywhere Ontario

Employment Type: Full Time / 100% Remote

About the Opportunity

We are seeking entrepreneurial and relationship-focused Farm Risk and Insurance Advisors.

You will deliver a delightful customer experience featuring professional risk and insurance advice supported by the most advanced risk and insurance technology. Our proprietary platform creates efficiencies that we want you and our customers to share in.

Your time will be spent on the important things like building relationships and developing your customer base. Busywork, back-office tasks, document preparation and other time sucks are a thing of the past.

You Are

You don't just sell insurance, you build relationships.

An entrepreneurial insurance advisor who genuinely cares about their farm clients and communities they live in. You understand farms and likely come from a farming background yourself.

Genuine.

Qualifications

- Strong communication and relationship-building skills
- Farm and commercial insurance experience
- RIBO licensed (or willing to obtain) professionals with a minimum of 2 years of farm insurance experience

- Previous sales experience is an asset but not a prerequisite
- Motivated self-starters with a strong entrepreneurial spirit
- Valid driver's license and access to a reliable vehicle

What Will You Do?

We are changing the game, and your day-to-day activities will reflect that. We want you to do your best (be a trusted advisor and grow your book) and we'll do the rest (paperwork).

Network within your community, serving as a trusted source of independent professional advice on insurance and risk management. Generate new leads and follow up on referrals and generated leads.

Inspect farm operations of clients and prospective clients. Observe and collect relevant farm risk and insurance data for new and renewal insurance quotes and risk management purposes.

Deliver professional quote proposals in Real-Time, discussing the key elements of each quote, the similarities, the differences and the advantages of each insurer presented.

Run alternative coverage scenarios in Real-Time to view the impact of coverage and limit choices and options. This includes assisting clients in assessing the impact of operational changes to the risk and cost of alternatives. Issue any necessary policy changes in Real-Time.

Discuss outbuilding and equipment valuations on new business and renewals. Our platform values all property in Real-Time on both renewal and new business.

Work with clients to help them better understand and improve their overall cost of protection and operational efficiency with our benchmarking tools.

Once the client has made a coverage decision, instantly issue all policy documentation in Real-Time to confirm the coverage and know their coverage is in hand. No more paperwork, chasing documents, following up or taking calls regarding the agreed coverage. No re-issuing due to coverage errors.

You will be responsible for operating with honesty and full disclosure in all business interactions.

Keep up with compliance requirements and RIBO standards.

Continuing education is not simply a licensing requirement. We support and reward CE and see that as a building block to your success.

We Offer

A proprietary advanced insurance delivery platform allowing you to deliver the best customer experience including

- AI recommendations on coverage, limits and risk management
- Real-Time customer experience from quote and risk management proposals to documentation from new business to renewals and policy changes
- More time for customers, less time on busywork, higher success ratios without typical bottlenecks associated with a standard brokerage
- Ground-breaking benchmarking in risk assessment and operational efficiency

A comprehensive compensation program including

- The highest new business and renewal commissions in the industry
- This is a 100% commission-based compensation program where you own 100% of your own book from day 1 – YOU ARE BUILDING YOUR FUTURE. No cap on commissions
- Brokerage ownership (as a shareholder – volume based)
- Territorial exclusivity on a “first-come, first-served basis"

We help you build YOUR brand with our technology

- Your own website
- Curated content
- Build your communication skills and reach your audience as an expert in farm insurance

If you are interested in learning more, please send a brief note with resume to hr@brokerflo.ai. We will be in contact with qualified candidates within 2 weeks of application. We’d love to hear more about your story and discuss how we can make you successful.