

## **Sales professionals: take your practice to the next level**

Not all financial services companies are the same. Product offerings, producer support, ongoing training and marketing vary widely. With a MassMutual general agency, you'll get all of these things and more. We want to help you get to the next level of success in your career.

As a Financial Services Representative, you'll be part of our entrepreneurial system with the freedom to provide solutions for your clients from a broad portfolio of innovative products. You'll have access to powerful sales tools and a large resource network so you can focus on activities that get results.

### **Responsibilities**

- Prospecting for clients through networking and referrals
- Developing and maintaining long-term relationships with clients
- Providing financial solutions for clients through fact gathering and needs analyses
- Expanding personal knowledge and skills through ongoing professional development and joint work with fellow associates

### **Qualifications**

- Strong interpersonal skills and customer service focus
- Market development/networking abilities
- Presentation and organization skills
- Strong work ethic, self-motivated and goal-oriented
- BA, BS, and/or graduate degree or equivalent work experience required

Results-driven compensation and access to a competitive benefits package including medical and dental, life and disability insurance, and thrift and pension plans are available for qualified Financial Services Representatives. Contact *Brooke Diehl* today at: (208) 364-0554 or by email, [bdiehl@financialguide.com](mailto:bdiehl@financialguide.com).

Financial Services Representatives are independent contractors and are not employees of MassMutual, its subsidiaries, or of General Agents with whom they contract. Local sales agencies are not subsidiaries of MassMutual or its affiliated companies.

### **About MassMutual**

Founded in 1851, MassMutual is a leading mutual [life insurance company](#) that is run for the benefit of its members and participating policyowners. The company has a long history of [financial strength](#) and strong performance, and although dividends are not guaranteed, MassMutual has paid dividends to eligible participating policyowners consistently since the 1860s. With [whole life insurance](#) as its foundation, MassMutual provides products to help meet the financial needs of clients, such as [life insurance](#), [disability income insurance](#), [long term care insurance](#), [retirement/401\(k\) plan services](#), and [annuities](#). In addition, the company's strong and growing network of financial professionals helps clients make good financial decisions for the long-term.

MassMutual Financial Group is a marketing name for Massachusetts Mutual Life Insurance Company (MassMutual) and its affiliated companies and sales representatives. MassMutual is headquartered in Springfield, Massachusetts and its major affiliates include: Babson Capital Management LLC; Baring Asset Management Limited; Cornerstone Real Estate Advisers LLC; The First Mercantile Trust Company; MassMutual International LLC; MML Investors Services, LLC, Member [FINRA](#) and [SIPC](#); OppenheimerFunds, Inc.; and The MassMutual Trust Company, FSB.

For more information, visit [www.massmutual.com](http://www.massmutual.com) or find MassMutual on [Facebook](#), [Twitter](#), [LinkedIn](#), [YouTube](#) and [Google+](#).

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