

# BECOMING A STATE FARM<sup>®</sup> AGENT

## STEP 1: **ASSESSMENT**

Contact your local agency recruiter and schedule an appointment to complete the agency questionnaire. This screening questionnaire is used to predict the probability of success in insurance sales.



## STEP 2: **CANDIDATE REVIEW**

Information provided by the candidate will be reviewed. Candidates approved through this process will be invited to participate in Career Understanding. Candidates typically gaining approval have demonstrated a history of good financial management.



## STEP 3: **CAREER UNDERSTANDING**

Career Understanding is a one-day seminar designed to help the candidate better understand the career and daily activities of a State Farm agent.



## STEP 4: **INTERVIEW/BUSINESS PROPOSAL PRESENTATION**

Candidates will participate in a competency-based, structured, panel interview and have the opportunity to present their Business Proposal. Following this interview, an Executive Approval Committee (EAC) will determine if the candidate remains competitive to continue The Process as an "Approved Candidate."



**STEP 5:**

**APPROVED CANDIDATE**

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Candidates approved by the EAC will have the opportunity to view the available agency opportunities on a weekly basis. When interested in a particular opportunity, the candidate can request to be considered to interview for the opportunity.

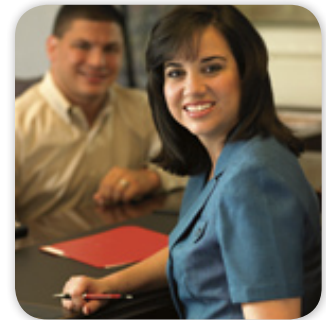


**STEP 6:**

**INTERNSHIP**

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Once selected for an opportunity, the candidate will begin Agency Internship. Internships will last approximately 6-9 months and consist of licensing, training, and field development activities.



**STEP 7:**

**TERM INDEPENDENT CONTRACTOR AGENT**

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Appointment as a 12-Month Term Independent Contractor Agent occurs following successful completion of the Agency Internship Program.

