



# Run a business. Make a difference.

Be a State Farm<sup>®</sup> agent.

State Farm agents are independent contractors. As independent contractors, State Farm agents hire their own employees and are responsible for their own business expenses and operations. State Farm agents' employees are not employees of State Farm.

 **State Farm<sup>®</sup>**

# Be an entrepreneur.

**Being a State Farm agent gives you a unique opportunity to develop yourself, your business and your community.**

With diverse backgrounds and experiences, 19,000+ State Farm agents serve our customers across the United States. Our agents are independent contractors and are not employees of State Farm.\* Helping others is full of opportunities. Here are some reasons to explore becoming a State Farm agent:

- Opportunity to build a business that helps people and enriches your community
- Ability to lead and develop your own team
- Chance to be a leader in your community and make a difference every day
- Worldwide travel opportunities
- National marketing and advertising support
- Wide range of insurance and financial services products
- Opportunity to achieve financial stability through product line commissions, incentives and bonuses for helping others
- Paid training program with State Farm benefits during training period
- Hands-on field development experience with an established agent and continued support
- An opportunity that allows you to maintain your own schedule\*

\*State Farm agents are independent contractors and are solely responsible for office expenses and decisions regarding the employment and/or management of agent team members employed by them.

## Be there for your neighbors.

Make a positive impact while you run a business designed to help others protect their lives and plan ahead. Being a State Farm agent offers fulfilling, rewarding career growth — while working for something you believe in.





# Be a leader who cares.

**Backed by a Fortune 500\* company, State Farm agents offer products to help customers meet their insurance and financial services needs. State Farm is the nation's leading auto, home and life insurer, helping our customers and their families prepare for the unexpected.**

State Farm is a mutual company, with policyholder members, and our agents market approximately 100 individual products to help people protect what's important and prepare for the future.

Products include:\*\*

- Auto insurance
- Home and other property/casualty insurance
- Life insurance and annuities
- Financial products and services\*\*\*

As the Good Neighbor brand, State Farm and our independent contractor agents also make it a priority to work with others to help build stronger, safer, better-educated communities all across the country.

\*Fortune 500 is the registered trademark of Time Inc.

\*\*Some products and services may not be available in all areas.

\*\*\*Banking products offered by U.S. Bank National Association Member FDIC.



# Be part of the team.

**Your office may have your name on it, but you're not in this alone. Extensive, ongoing support is at your fingertips throughout your State Farm agent career:**

- From development to business planning and marketing assistance, your local sales leader is available to consult with and help you become a more strategic leader of your business.
- Administrative Services, Claims, Corporate Communications and Underwriting provide expert help and resources.
- Customer Care Centers are here 24/7 to assist State Farm customers and agents. When your office is closed, we take good care of customers and provide the information you may need to follow up.
- Agency Sales Resources can help with questions regarding compensation, licensing, incentive programs and more.
- The Insurance Support Center provides 24/7 computer and IT support to help agents use digital tools more effectively and improve customer connections.



# Be there for everyone.

Serving multicultural markets is a priority at State Farm.

Through a broad range of industry-leading products and services and associates who are trained to understand the unique needs of customers, we're prepared to serve a growing and diverse customer base.





# Be a good neighbor.

**State Farm is passionate about giving back through education, safety and community development grants and programs.**

And it's much more than donating money — we want to inspire and empower people to get involved in their communities to create a positive and sustainable social impact.

**94M+**

policies and  
accounts in force.

**64M+**

dedicated State Farm  
employees to meet the  
needs of customers.

**50+**

times ranked Top  
50 or higher in the  
Fortune 500\* since 1995.

\*Fortune 500 is the registered  
trademark of Time Inc.

**28K+**

claims processed  
daily on average by  
our state-of-the-art  
claims network.



# Our selection process.

We've outlined the general process for becoming a new State Farm agent candidate below. Once selected for a specific agent opportunity, the Path to Entrepreneurship can take approximately 17-26 weeks.

## Candidate Review

Generally, we conduct a review of your credit history to evaluate overall financial wherewithal and responsibility, fitness to act in a fiduciary capacity and eligibility for meeting applicable licensing and State Farm sponsorship requirements. In compliance with state/local law, review of a credit history may not occur until after Site Interview selection as part of the contingent job offer process. As a candidate, it is important you are aware of the timing and realize you may be withdrawn from the Agency Career Track based on the results of any candidate background review.

## Candidate Questionnaire

A tool called the Sales and Leadership Career Profile (SLCP) is designed to assess your responses and provide feedback regarding your demonstration of the following sales and leadership traits:

- Outcome Driven
- Creativity
- Engaging
- Drive
- Eagerness
- Persistence
- Conscientiousness

## Career Understanding

This is a web-based experience designed to help you better understand the State Farm independent contractor agent opportunity through videos and learning modules. Included in this component are messaging tools that allow you to connect with State Farm contacts. Successful completion of all Career Understanding components, including integrated Connection Point Conversations with an aligned Agency Opportunity Specialist, allowing you to move to the next step in the Agency Career Track.

## Business Plan Presentation

You will have the opportunity to apply your knowledge of the independent contractor agent opportunity and demonstrate your learnings from Career Understanding through successful creation and presentation of a business plan.

## Our selection process. (cont'd)

### Resident State Licensing and SIE Requirements

In order to be considered for available agent opportunities across the United States, you must possess appropriate insurance producer licenses (property & casualty and life/health) in your resident state, and a valid passing score for the Securities Industry Essentials (SIE) exam or confirmed SIE credit based on current or prior FINRA registrations. Selection for an agent opportunity outside your resident state or one that requires licensing in one or more adjacent states to service the potential, projected policy assignment may introduce additional agent opportunity offer contingencies.

### Posting and Site Interview

With appropriate resident state licensing and Securities Industry Essentials (SIE) exam requisites confirmed, you have access to view, consider and compete for agent opportunities across the United States. Upon seeking to compete for an agent opportunity, you may be invited to a site interview with field leadership involved in the selection of new agents in their market area. If selected for an agent opportunity, a job offer to be hired as a First Time Agent Candidate for the Path to Entrepreneurship may be made, contingent upon an acceptable background review.

### Path to Entrepreneurship

Once selected, you will enter the Path to Entrepreneurship, which may last approximately 17–26 weeks and includes:

- State Farm product training
- Non-product training, such as business management and team leadership
- Field development involving hands-on experience with a State Farm agent
- Compensation includes a base hourly rate and potential for milestone payments





# Any questions?

Here are answers to some frequently asked questions about becoming a State Farm agent.

## How much money do I need to get started?

Startup costs will vary based on individual business decisions, type and location of your office, as well as your own personal cost of living. An individual considering the agent opportunity should also consider and plan for the financial impact starting a business will have on their current financial situation. You may consider contacting local agency leadership and agents to help you assess and determine the investment that may be needed for your personal circumstances.

## Do I have to quit my job to go through the Agency Career Track?

You are not required to quit your job while exploring the State Farm agent opportunity or during the selection process. Much of the Agency Career Track is online and designed to help you better understand the State Farm agent opportunity. Once licensing and any requisites are confirmed, you will be able to compete for agent opportunities. If you are selected for an opportunity following a site interview, you may begin the Path to Entrepreneurship. First Time Agent Candidates are State Farm employees, and participation in this program may require you to discontinue other employment. Successful completion of the Path to Entrepreneurship may lead to appointment as an independent contractor State Farm agent.

## What type of support/leadership will be provided during training?

Throughout your agent journey, you have a vast network at your disposal to ensure you have assistance and support when you need it. There are many key individuals that will help you along your way. The Agency Learning team will provide support and guidance throughout the Path to Entrepreneurship. This includes self-study, classroom curriculum and field development activities.

## What licenses will I need?

In order to be considered for available agent opportunities across the United States, you must possess appropriate insurance producer licenses (property & casualty and life/health) in your resident state,\* and a valid passing score for the Securities Industry Essentials (SIE) exam or confirmed SIE credit based on current or prior FINRA registrations. If selected for an agent opportunity in a different state, the job offer will be contingent on verification of non-resident insurance producer licenses for the state where you've received the contingent offer. If selected for an agent opportunity that requires non-resident licensing in one or more adjacent states, the job offer for the First Time Agent Candidate position will be contingent on verification of appropriate non-resident insurance producer licenses for each of those states.

## Where do you currently have, or project to have, opportunities? How can I learn about current opportunities?

The State Farm agent recruiting process will prioritize those who are working toward a specific published agent opportunity. We will work with you to begin the candidate journey once you've identified a published opportunity of interest. Openings throughout the country are regularly posted on our [Open Agent Opportunities](#) website. Once you attain Site Interview Ready status by possessing the requisite state insurance licenses and passing/having confirmed credit for the FINRA SIE exam, you may post for any available agent opportunity published and eligible for your consideration. Your assigned Agency Opportunity Specialist may assist you with this process.

**Be a State Farm agent. Visit [sfbecomeanagent.com/recruiting](https://sfbecomeanagent.com/recruiting) today.**

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State Farm  
Bloomington, IL

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An Equal Opportunity Employer

\*Additional resident state licensing for NC to include Medicare Supplement/Long-Term Care.