

# Run a business. Make a difference.

Be a State Farm<sup>®</sup> agent



## 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 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, over 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
- 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 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 agents also make it a priority to partner with others to help build stronger, safer, better-educated communities all across the country.

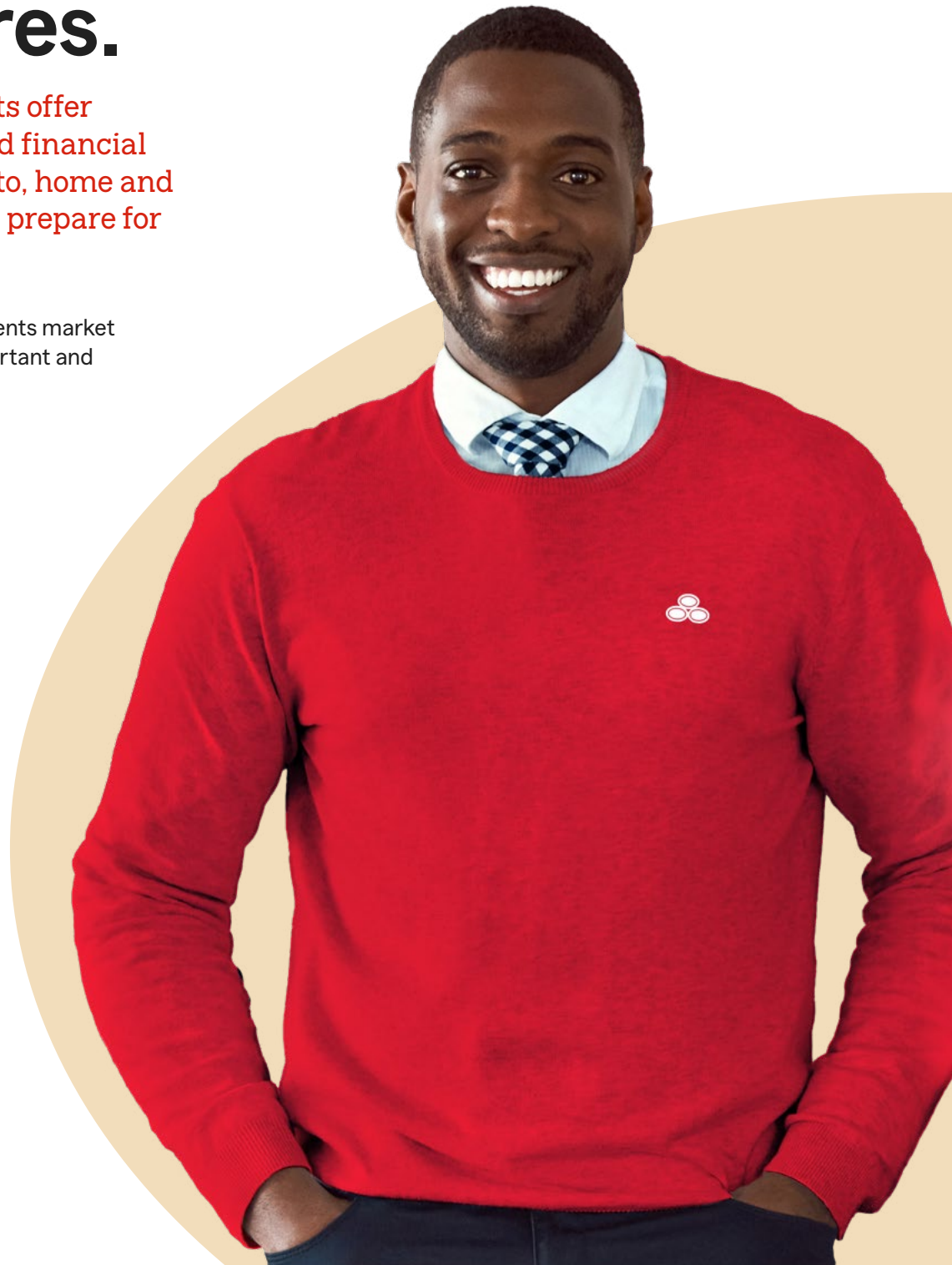
\*Some products and services may not be available in all areas.

\*\*Banking products offered by U.S. Bank National Association Member FDIC. Mortgage loans offered by Quicken Loans, LLC; NMLS #3030; [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org), Equal Housing Lender. Licensed in 50 states.

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# 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 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 Agency Sales Leader is available to consult with and help you become a more strategic leader of your business.
- Administrative Services, Claims, Public Affairs 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.
- You don't have to be a computer whiz. The Insurance Support Center provides 24/7 computer and IT support for you.



# 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.

## Be a State Farm agent.



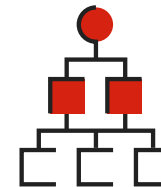
More than 85 million policies  
and accounts in force



Dedicates approximately 57,500  
State Farm employees to meet  
the needs of customers



Has achieved a Top 50  
or higher Fortune 500  
ranking since 1995



State-of-the-art claims network,  
which processes an average of  
22,000 claims a day

# Our selection process.

We've outlined the general process for becoming a new State Farm agent candidate below. Once selected for a specific opportunity, the agent intern program takes approximately 17-26 weeks.



## Questionnaire

A tool called the Sales & Leadership Career Profile is designed to predict the likelihood of success in a sales and business leadership career. This questionnaire considers the following about you and your experiences:

- Background
- Current situation
- Financial situation
- Recruiting experience
- Work preferences, goals and motivations
- Familiarity with the career
- Business leadership aptitude

You must achieve an acceptable result on this questionnaire in order to move to the next step in the Agency Career Track process. A "not acceptable" result requires you to wait 12 months before trying again.



## Assessment

An assessment tool designed to identify candidates who possess a key set of knowledge, skills, abilities and other attributes critical to success as a State Farm agent. You must achieve an acceptable rating on this assessment in order to move to the next step in the Agency Career Track process. A "not acceptable" rating requires you to wait 12 months before trying again.



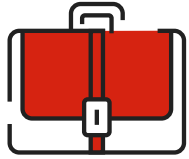
## Candidate Review

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 ACT process based on the results of any candidate background review.



## Career Understanding

This is a web-based experience designed to help you better understand the State Farm agent opportunity through learning modules and videos. Included in this component are email and messaging tools that allow you to connect with State Farm contacts. Successful completion of all Career Understanding components, including a final counseling conversation, allows you to move to the next step in the Agency Career Track process.



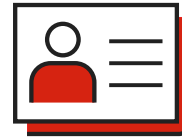
### Business Proposal Presentation

You will have the opportunity to apply your knowledge of the agent opportunity and your learning from Career Understanding through the creation and presentation of a business proposal.



### 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, a job offer as an agent intern may be made, contingent upon an acceptable background check.

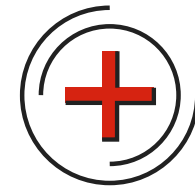


### Internship

Once selected, you will enter the agent intern program, which may last approximately 17–26 weeks, based on confirmed securities licensing status at time of selection and remaining securities licensing requirements prior to agent opportunity appointment date.

Agent internship 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



### More about the process:

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.

# 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 of 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 will be needed for your personal circumstances.

## Do I have to quit my job to go through 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 process 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 view and seek to compete for agent opportunities. If you are selected for an opportunity following a site interview, you may begin the Agent Intern Program. Agent interns are State Farm employees and participation in this program may require you to discontinue other employment. Successful completion of the Agent Intern Program 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 Agent Development Center team will provide support and guidance throughout the Agent Intern Program. This includes self-study, classroom curriculum and field development activities.

## What licenses will I need?

To be considered for agent opportunities across the United States, you must have appropriate insurance producer licenses (property & casualty and life/ health) in good standing 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. The agent intern program will include time for any outstanding securities licensing requirements you may have to be appointed a State Farm agent (Series 6, Series 63 [where applicable], and Series 65).

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

Openings throughout the country are regularly posted. Once you are Site Interview Ready, you will gain access to available opportunities through our internal system and may post for them. Your assigned Agency Career Track Specialist will also note your area of interest and may assist you with this process.



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Bloomington, IL  
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**Be a State Farm agent.**

**Visit [becomeanagent.statefarm.com](https://becomeanagent.statefarm.com) today.**

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