



## Job Posting

### Independent Medicare Service Specialist

Lord's Financial Planning is a leading financial services company in Topeka, Kansas. We are looking for an individual to provide service and support to our clients, and acquire new clients, in the complex world of Medicare. This is a professional position with minimal supervision.

Specific job responsibilities include but are not limited to:

- Quickly grasp new concepts and product offerings, including Major Medical, Medicare Advantage, Medicare Supplement, Prescription Drug Plans, and other ancillary health products
- Guide consumers through the health insurance policy selection and application process and serve as subject matter expert for health insurance enrollments
- Implement and manage existing prospecting systems to generate sales
- Help seniors understand the complexities of Medicare Insurance in an easy to understand educational setting
- Develop and execute additional prospecting systems to generate sales
- Interview prospective clients to obtain data about their financial resources and needs
- Explain features, advantages, and disadvantages of insurance policies to promote the sale of various products
- Sell various types of insurance policies to businesses and individuals
- Call on policyholders to deliver and explain policies, analyze insurance programs, and suggest additions or changes, or to change beneficiaries
- Ensure that policy requirements are fulfilled, including any necessary medical examinations and the completion of appropriate forms
- Perform operations and administrative tasks, as required
- Handle inbound and outbound sales inquiries to effectively sell health insurance plans and products via phone to customers

The ideal candidate should possess the following:

- Life and health license, or willing to obtain within 90 days
- Passion for people and developing sales relationships
- Ability to communicate effectively in person and in writing
- Strong public speaking skills
- Computer proficiency, including the Microsoft Office Suite

Compensation is commission-based. Candidates should apply if they would like to work in an environment where new challenges and growth are approached with energy, enthusiasm and teamwork. Interested candidates should email their resume to [jlord@lordsfinancialplanning.com](mailto:jlord@lordsfinancialplanning.com).