



## **Ansay Internship Program**

The Ansay Internship Program provides hands-on, industry and career specific experience throughout the summer months and during school breaks. Interns have the opportunity to learn more about different career avenues within insurance, all while receiving compensation for their time spent learning and working on projects.

The comprehensive program allows students to shadow employees, go out on appointments with the Sales team, meet the Executive Leadership team, and return each summer - with an opportunity to join the agency upon graduation.

Interns can expect the following components of the program, and a full overview of the industry.

### **Program Highlights:**

Ansay History, Culture & Orientation

Insurance 101

Insurance Carriers & Independent Insurance Carriers

EPIC Agency Management Software System Training

Business Development - Prospecting/Networking

Commercial (Select/Small & Large) Business Insurance Programs - Sales & Customer Support

Risk Management / Workers Compensation

Personal Insurance - Sales & Customer Support

Employee Benefit Programs (Select/Small & Large) - Sales, Vendor Management & Support

Employee Service/Sales Summit Participation

Community Involvement

Licensing Schools/Opportunities

End of Summer Event

Graduation Opportunities

### **Office Expectations:**

Embrace program – teach, coach, mentor

Provide mentorship opportunities with current staff – sales, service, support – all

Determine number of interns each summer

Partner with local universities

Open feedback on performance

Suggestions to enhance program

## **Ansay Internship Overview:**

### **Insurance Carriers & Independent Insurance Agencies:**

- Overview of an Independent Insurance Agency
- Differences between Independent Agency & Direct Writer
- Ansay Partner Carrier Overview

### **Risk Management & Ansay MedPro:**

- Risk Management 101
- Safety Consultant's Role in Agency
- Ansay MedPro Overview & Video

### **Personal Insurance:**

- Personal Insurance 101 (Invest Materials)
- Ansay Referral Program Overview
- Personal Lines Sales Process

### **Commercial Lines & Employee Benefits Sales Process:**

- Review Ansay Sales Process
- Prospect Appointment "Ride Along" with Agent
- EPIC Application & Submission Process with Agent
- Submission & Proposal Process with Marketing Representative
- Proposal Appointment with Agent

### **EPIC Agency Management Software System Training:**

- Have the intern listen and review EPIC training course tutorials
- Work to understand system and how to coordinate prospects between EPIC and TAM
- Explain procedures documented on how to navigate system

### **Business Development – Prospecting/Networking/Social Media:**

- Explain how to look for prospects by location
- Teach how to prospect in LinkedIn
- Team with a Producer on a Niche campaign
- Hoover's prospect data base and how to use it
- Networking for CL & EB
- Explain NichePro and how we prospect for the SIC's etc.



**Commercial Service:**

- Order MVRs
- Laminate auto ID Cards
- Putting policies in binders
- Copying and scanning policies
- Issuing summary of insurance
- Enter drivers list into application
- Enter vehicles into application

**Commercial Marketing:**

- Set up PREN activities
- Create marketing cover letters
- Build/send out carrier submissions
- Prepare proposals
- Print monthly pre-renewal letters for Select