

Career Opportunities

Most Admired Company Seeks Entrepreneurial Spirit

(NAPSA)—Selling insurance can prove to be a sure thing for job seekers who want a steady income and a flexible schedule.

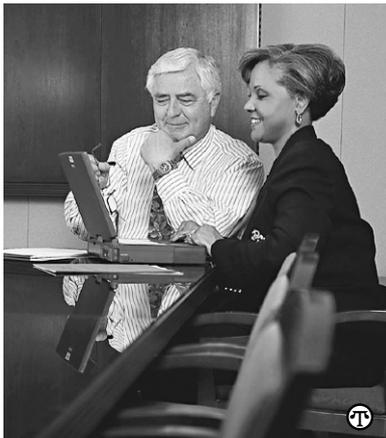
Insurance sales may appeal to those with an entrepreneurial spirit since the business lets people grow their own business with the support of a well-known brand name.

For example, AFLAC (American Family Life Assurance Company) provides career opportunities for nearly 60,000 sales associates across the country. The company offers an attractive compensation package including elaborate incentives and trips; first-year commissions, lifetime level renewal commissions and stock and cash bonuses.

Founded in 1955, the company is a leader in employee benefits offered on a voluntary basis at work. With its broad range of insurance products, AFLAC insures more than 40 million people worldwide, over 300,000 of which are U.S. payroll accounts. It's the largest insurance company in Japan, insuring one in four Japanese households.

AFLAC was named one of *Fortune* magazine's "Most Admired Companies" in March 2004. In June 2003, the magazine named it one of the "50 Best Companies for Minorities."

Working Mother magazine's list of "100 Best Companies for Working Mothers" included the com-



Selling insurance for a nationally recognized company can be a lucrative decision.

pany in October 2003.

The company provides continued hands-on training and mentoring programs to help agents promote and grow their own business—classroom training includes courses in product knowledge; sales techniques; service technology and a variety of work site marketing principles.

There's also a full-service marketing department that continually creates services to help agents grow their business. Training is reinforced with a mix of both classroom and field support.

Initiatives assist minority associates with developing their business including a Diversity in Action Newsletter, Minority Men-

toring Program and diversity development grants.

Ninety percent of consumers recognize the AFLAC duck from its commercials, which have run since 2000. The clever advertising campaign has been featured on several television shows and is even well known in Japan. The association of a well-known brand name and a national advertising campaign can give sales agents credibility when approaching a prospect.

AFLAC insurance policies help supplement primary health plans by providing direct-to-the-policyholder cash benefits, unless the insured chooses otherwise, to help fill gaps in traditional health insurance coverage, such as deductibles, out-of-pocket expenses and loss of earning power. They include accident/disability insurance, cancer insurance, a dental plan, hospital intensive care insurance, long-term care, life insurance, hospital confinement indemnity, hospital confinement sickness indemnity, short-term disability, and coverage for specific health events. All these plans take place through payroll deduction.

Since the company offers training and support and rewards initiative, it has become a favorite employer for those with an entrepreneurial spirit.

For more information about job opportunities, visit www.aflac.com.