

# Carla Foster

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## Specialties

## Experience

*"...Carla has that rare combination of drive, industry knowledge and interpersonal skills. She is liked by all, and a rising star at our company..."*

— Jordan Yu  
(State Farm Supervisor)

*"...Carla was incredibly helpful when my husband and I switched our insurance provider to State Farm. I know we made the best choice!"*

— Mary Hart  
(State Farm Client)

## Education & Training

## Volunteerism

## INSURANCE SALES PROFESSIONAL

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[See CareerOne's advice articles, videos and resume building tool here](#)

- **Entrepreneurial State Farm agent** with a history of surpassing customer and employer expectations. Leverage consultative-sales strengths to identify opportunities, nurture relationships and close deals.
- **Dedicated and tenacious sales expert**, with a reputation for consummate professionalism and exemplary ethics. Remain current on the latest trends in the industry, with comprehensive knowledge of financial and insurance products, services and best practices.
- **Passionate leader**, skilled at building top-performing teams focused on impeccable service delivery and accountability for goal achievement.
- Personal and commercial insurance (auto, home, business, health, life)
- Retirement plans (IRA, 401(k), Individual(k), SEP, SIMPLE)
- Education plans (529 plans, Coverdell Education Savings Accounts)
- Long-term-care and estate planning

### CARLA FOSTER AGENCY / STATE FARM INSURANCE

9/2001 to present

**Insurance and Financial Services Agent** (Sometown, NSW), 3/2002 to present  
**Agency Intern**, 9/2001 to 3/2002

Develop and implement sales plan and manage all phases of the sales cycle—from prospecting to close and follow-up support. Represent a full line of insurance and financial products, serving as a trusted advisor to businesses and individuals. Hire, train and supervise sales support staff, and create a fun and productive work environment. **Achievements:**

- Drove a pace-setting 15% increase in annual revenue in FY2007, outperforming "high-reach" sales targets every quarter.
- Consistently met and frequently exceeded the financial objectives of represented clients. Assessed risk tolerance and investment/risk-management goals to recommend solutions optimally suited to client needs.
- Provided sound financial, insurance and wealth-management services to protect client assets and grow the net worth of their respective portfolios.
- Increased referral business by 27% in 2007. Initiated an aggressive campaign of cold-calling, offering referral incentives and participating in networking events.

### ABC RETAIL COMPANY

10/1998 to 9/2001

**Sales Representative** (Sometown, NSW)

Served as a department store sales rep while attending college. **Achievements:**

- Excelled within service-oriented industry. Cultivated positive relationships with customers and expanded business through word-of-mouth referrals.

### ABC UNIVERSITY (Sometown, NSW)

6/2001

**Bachelor of Science**, Major: Business management, Minor: Communications

**Designations:** NASD Series 6 and 63; NASD Broker/Agent; Life and Health; Illinois Long-Term Care (LTC) and Property & Casualty (P&C) licenses; Life Underwriting Training Council Fellow (LUTCF)

**Recent Training:** Long-term care, estate planning and retirement

**Member:** National Association of Insurance & Financial Advisors

Actively involved in charitable organisations, including YMCA, Kiwanis, Special Olympics and Make-A-Wish Foundation