

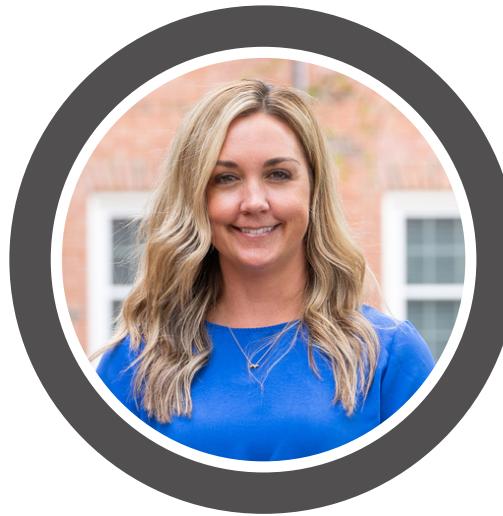
OOOO

# INSURANCE PRODUCER CAREER OVERVIEW



**WENDELL CHARLES**  
INSURANCE

# WHO WE ARE



**Kayla Shay**  
VP, Client Services



**Jeff Silvernail**  
AVP, Insurance Specialist



**Evan Kirkpatrick**  
Founder



## OUR TEAM

Our team embodies a fast-paced, tech forward, client first culture, **built by producers, for producers**.  
Be apart of a growing team without feeling like an employee!

# CORE VALUES



## The Wendell Charles Way

### Attentiveness

We are organized and systemized.

### Determination

We win when the client wins.

### Generosity

We give back generously, and leave a positive impact.

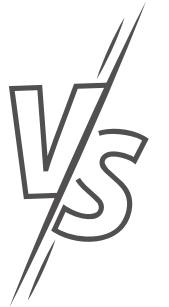
### Loyalty

We persevere and overcome challenges together.

### Precision

Our work is detailed and precise, but simple to understand.

# US VS THE COMPETITION



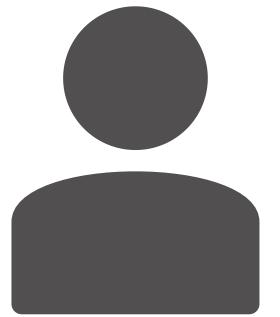
**Independent Brokerage**



**Multiple Carriers**

**Free Market**

**Represents The Client**



**Captive Agent**



**One Carrier**

**Closed Market**

**Represents Insurance Company**



## OUR APPROACH

As an independent insurance brokerage, we believe in a free market approach to your insurance needs. We identify appropriate coverage levels, quote multiple insurance carriers, and select from the best cost to value comparison.

# STRATEGIC ALLIANCES

Access to:



**#1 Insurance Agency Alliance in the U.S.**

**\$12.46 Billion of in-force premium placed in 2022**

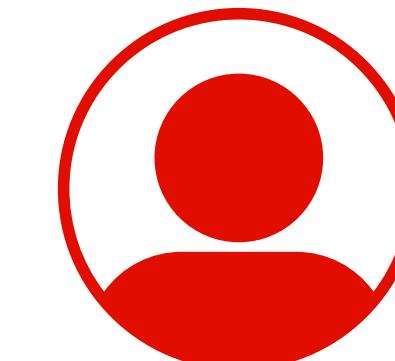


# SUPPORT



## Marketing Support

- Daily Inbound Leads
- Existing Client Base
- Campaign Creation



YOU

## Technology Support



## Sales Support

- Custom Goal Setting & Tracking
- In Meeting Support (If Desired)

## Admin Support

- Case Management
- Policy & Quoting Assistance
- CRM Maintenance

Our firm provides producers with key resources that help you work toward success.

# WHAT YOU GET

- ***Entry Level OTE \$50-100k***
- ***3-4 Month Compensation Draw***
- ***Corporate Benefits\****
- ***Private Office Space***
- ***Opportunity for Advancement***
- ***Licensing Support***



\*Depending on Affiliations



Look no further... change your life today!

# INTERESTED IN JOINING?

*Are you competitive, thoughtful, and committed to being successful?*

***Contact us today for an introductory career discussion.***

○ ○ ○ ○



**Evan Kirkpatrick**

Founder

[evan@wendellcharles.com](mailto:evan@wendellcharles.com)

(888) 701-7305 ext. 500