

AGENT CAREERS

Where Talent Meets Opportunity

BE YOUR OWN BOSS. CONTROL YOUR OWN DESTINY.



FUA

FARMERS UNION AGENCY



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About Farmers Union Agency

Farmers Union Agency Insurance was **established in 1947** and began with the goal of meeting the insurance needs of Minnesota Farmers. Over the past **75+ years**, we've expanded our reach to serve rural Minnesota, the urban market, and the businesses that support these communities. Today, we have over **35 Agents** who operate out of **38 offices** across Minnesota, providing personalized service and local expertise.

Our Agents are deeply rooted in their communities, actively participating in local organizations, events, and volunteer efforts. We are dedicated to delivering comprehensive, high-quality insurance products tailored to the unique needs of your family. FUA proudly serves thousands of families, farms, and businesses, managing over **\$60 million** in insurance premiums across all lines of insurance.

WHY JOIN THE AGENCY?

We present a unique opportunity that combines the independence of being your own boss with the support of our State Office staff and a collaborative network of Agents across Minnesota. If you're seeking high-earning potential and a fulfilling career where you can make a difference by advising and helping others, FUA could be the perfect fit for you.

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- ▶ FINANCIAL SUPPORT ▶ INDUSTRY EXPERTISE & SUPPORT ▶ TRAINING & DEVELOPMENT
 - ▶ CARRIER ACCESS ▶ MARKETING ▶ INCENTIVES ▶ EVENTS
-

→ **Financial Support**

Be your own boss and be rewarded well for your work. FUA offers a lucrative commission structure, profit sharing, bonus opportunities, sales incentive trips and prizes, and more.

- ▶ Life/P&C Growth Bonus
- ▶ Share Contingency Bonus
- ▶ Discounted Group Pricing
- ▶ Group Life Benefit
- ▶ BIG I Minnesota

→ **Industry Expertise & Support**

Let's talk about how we have specialists in all areas of insurance and resources to help our Agents focus on what they do best — selling insurance. They work tirelessly to provide the resources, assistance, guidance, and encouragement needed to excel in today's dynamic insurance landscape. By fostering a collaborative environment, the state office ensures every Agent has the tools and knowledge necessary to deliver exceptional service to our clients. Every Agent has access to our state office directors, who are specialists in commercial, farm, health and life.

→ **Training & Development**

From our proprietary FUA Academy for online learning to our Connect4 and Level UP Peer Mentoring programs, to State Meetings and industry designation reimbursements such as CIC, AFIS & LUTCF, we'll help you be your very best.

- ▶ CONNECT4
- ▶ Level Up
- ▶ FUA Academy
- ▶ CIC and AFIS Designation Reimbursement
- ▶ Discounted Marketing Tools:
- ▶ Agency Revolution Email Program
- ▶ Glove Box Mobile App
- ▶ Twilio
- ▶ CRM Management System

→ **Carrier Access**

We are a full-service agency offering multiple lines of business: Home, Farm, Auto, Business, Life, Health and Crop. FUA has access to more than 35 premier insurance companies.

→ **Marketing**

Our Agents can work with a dedicated office marketer to help craft effective campaigns. Whether you want to build your brand or reach a broader audience, our marketing expert is here to collaborate with you. With access to professional guidance and creative resources, you can develop compelling campaigns that drive results and set you apart from the competition.

- ▶ Social Media
- ▶ Advertising
- ▶ Media
- ▶ Marketing Co-op Dollars
- ▶ Marketing & Advertising Allowance

→ **Incentives**

A little friendly competition goes a long way in boosting team spirit! That's why we regularly host fun contests that bring out the best in our team. Our annual Summit trip takes our top producers to a breathtaking destination. Big Hitter club recognizes our top Commercial producers with recognition and prizes, and we have other contests that do the same. Whether its a Minnesota sports game, vacation, or prizes, something exciting always happens. These contests aren't just about winning prizes but about fostering camaraderie and recognition.

- ▶ Big Hitter Contest
- ▶ Summit Trip
- ▶ Fishing Trip Contest
- ▶ Vikings Contest
- ▶ Agent Referral Bonus

→ **Events**

Running your own FUA business doesn't mean you're alone! We offer opportunities throughout the year to network, learn from, and socialize with other FUA Agents, including our Annual Awards Dinner and Summer Spectacular Golf Outing.

Trusted.
Local.
Independent.



“One of the things I love most about working for Farmers Union Agency is the opportunity to make a meaningful impact on people’s lives. I take pride in knowing that my work makes a tangible difference in the lives of the people around me.”

- JOE MCCOLLUM



MESSAGE FROM PRESIDENT JOSH VICKERMAN

Let me share why Farmers Union Agency is such a great place to be. We've been around since 1947, starting with a simple goal: to meet the insurance needs of Minnesota farmers. Over the past 75+ years, we've expanded far beyond that, reaching out to serve rural communities, urban markets, and the businesses that support them. Today, we have over 35 dedicated agents working out of 38 offices across Minnesota. Our agents aren't just professionals – they're active participants in local organizations, events, and volunteer efforts because they genuinely care about the people they serve.

When you join FUA, you're not just taking a job but becoming part of a legacy. We've built trust with thousands of families, farms, and businesses, managing over \$60 million in insurance premiums. That's a testament to the quality of service we provide and the dedication of our team. So, if you're looking for a place to grow, make a difference, and be part of something bigger, I'd say FUA is the perfect fit. We'd love to have you on board.



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