

Job Title: Financial Services Insurance Agent / Business Builder

Location: Remote / Field-Based (varies by candidate)

Employment Type: Contract / Commission-based / Self-Employed Entrepreneurial Role (1099)

Reports To: Field Leader / Regional Manager

Company Overview:

First Financial Security, Inc. is a national financial services and insurance brokerage agency committed to helping individuals and families achieve financial security and peace of mind. FFS equips and supports licensed agents with the tools, technology, training, and mentorship to build their own financial services business and deliver customized financial solutions.

Position Summary:

As a Financial Services Insurance Agent with First Financial Security, you will be responsible for building your own business within FFS's proven system by educating communities about financial planning, promoting financial literacy, and helping clients identify solutions that protect their financial future. This role combines financial education, consultative sales, and entrepreneurship, with the opportunity to grow into team leadership and business ownership.

Key Responsibilities:

Build Your Business

Use FFS's business building system to grow your financial services practice.

Actively prospect, market, and engage potential clients through referrals, workshops, and community outreach.

Client Consultation & Financial Education:

Educate individuals and families on the importance of financial security and risk management.

Conduct needs analysis and recommends appropriate financial strategies and insurance solutions.

Sales and Product Delivery:

They present and sell financial products such as life insurance, retirement strategies, income protection solutions, and living benefits.

Manage the entire sales process, including needs assessment, application paperwork, and service follow-up.

Ongoing Learning & Development:

Participate in continuous training, coaching, and mentorship programs provided by FFS leadership.

Relationship Management:

Build lasting relationships with clients to support retention, referrals, and long-term financial security plans.

Collaborate with administrative teams, field leaders, and support staff to ensure seamless service delivery.

Entrepreneurial Growth:

Opportunity to recruit, mentor, and lead a team of agents.

Scale your business, leveraging tools such as CRM systems, personalized websites, marketing resources, and mentorship.

Required Qualifications:

Life, Annuity & Health Insurance License in the state(s) you operate (or willingness to obtain licensure).

Excellent communication and interpersonal skills to explain complex financial concepts in clear terms.

Self-motivated, entrepreneurial mindset with a strong desire to build and grow your own business.

Comfort with sales, networking, outreach, and client education.

Ability to work independently while partnering with a mentor or field leader.

Preferred Skills:

Prior experience in sales, financial services, consulting, or customer-facing roles.

Experience using CRM and digital marketing tools preferred.

Strong ability to solve problems and tailor financial strategies to diverse client needs.

Compensation & Benefits:

Commission-based compensation, with high potential upside tied to sales performance.

Renewal income from long-term client relationships.

Bonus opportunities, stock plan participation, and equity incentives for top performers.

Flexible schedule and the ability to be your own boss.

Training, mentorship, and marketing support provided.

Core Competencies:

Entrepreneurial drive

Client-focused consultative approach

Strong presentation and interpersonal abilities.

Ethical conduct and professionalism

Adaptive learning and resilience.

Why Join First Financial Security:

Be part of a mission-driven organization committed to financial education and meaningful impact.

Access to proven systems, tools, and mentorship to help you succeed.

Unlimited growth potential — build a business, lead others, and shape your own income and future.