

# Holmes Murphy & Associates

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**Company Website:** [www.holmesmurphy.com](http://www.holmesmurphy.com)

**Position Title:** Producer Development Program

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**Opportunity Location:** Des Moines, IA

**Program Description:**

The producer development training programs for students graduating also begins in Des Moines but after a training period of 12-18 months, the individuals will relocate to any of the branch offices.

Our primary focus during recruiting is those students who have a sales aptitude, though we also have opportunities available within our account management division. Students can email their resume to [careers@holmesmurphy.com](mailto:careers@holmesmurphy.com).

Holmes Murphy & Associates® founded in 1932 is the 24th largest independent premier risk-management and insurance-brokerage firm in the United States. Our business is insurance and financial solutions that protect the security and profitability of leading professional and commercial clients - supporting the success and stature of our clients is fundamental to our mission.

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*\*Please email your resume to [careers@holmesmurphy.com](mailto:careers@holmesmurphy.com).*

## Invest in Your Future

### Advance Your Career

We believe in the importance of continuing your professional development through a variety of Holmes Murphy educational opportunities.

**HMA Prep U** provides an extension to building your expertise in sales. Our on-going training and support will foster the growth of your career.

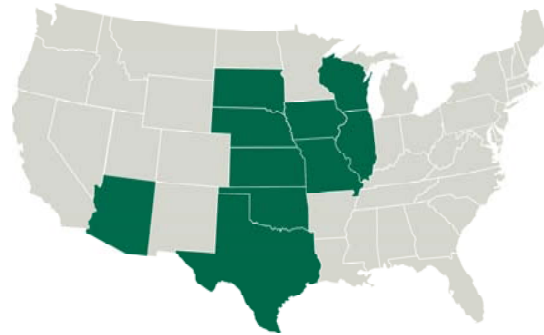
**HMA University** provides our high-performing producers the chance to participate in leadership development courses. This specially designed curriculum is taught by top executives who guide producers through the process of becoming a Holmes Murphy Shareholder. This is one of the most respected leadership roles in the company.

### Invest in Your Future

Our sales producers benefit from programs such as Stock Incentive Bonus Plan and Stock Incentive Acquisition Plan. Both programs provide sales producers the opportunity to own equity in the company. Becoming an invested partner at Holmes Murphy is another way to advance your career and strengthen your future.



Believe • Own • Execute  
Grow your future with a leader.



Headquartered in Des Moines, IA with office locations across the United States, your opportunity is waiting at [www.holmesmurphy.com](http://www.holmesmurphy.com).

Sales Producers



Grow a Successful Career  
**WITH A LEADER**



3001 Westown Parkway  
West Des Moines, IA 50266  
800-247-7756  
[WWW.HOLMESMURPHY.COM](http://WWW.HOLMESMURPHY.COM)

DES MOINES | CEDAR RAPIDS | DALLAS | DAVENPORT | KANSAS CITY  
MADISON | OKLAHOMA CITY | OMAHA | PEORIA | SCOTTSDALE | SIOUX FALLS | ST. LOUIS



## Holmes Murphy – A Leading Insurance Broker

Founded in 1932, Holmes Murphy & Associates is one of America's leading premier risk management and insurance brokerage firms. Our business is insurance and financial solutions that protect the security and profitability of leading professional and commercial clients. Supporting the success and stature of our clients is fundamental to our mission. We are passionate about delivering our clients with the highest quality and cost effective risk solutions.

### Create Vital Solutions for Industry Leaders

Our risk management and employee benefit programs are designed and delivered by Holmes Murphy sales producers. Using proactive, innovative solutions, our sales producers become trusted consultants to CEOs, CFOs, risk managers and top corporate decision makers. Representing more than one billion in premium in the marketplace with over 100 insurance carriers, Holmes Murphy one of the most highly respected brokerages among industry leaders.



*"At Holmes Murphy, we continue to be a great company looking to get better by focusing on doing what's right for our clients, our employees, our business partners and our communities."*

Jim Swift  
President and CEO

## The Successful Producer

Holmes Murphy presents a great opportunity for sales professionals. Offering one-on-one mentorship, you will have an experienced professional guiding you every step of the way, helping you build your book of sales. Holmes Murphy is looking for professionals who are:

- Self-motivated
- Competitive
- Seeking an entrepreneurial environment
- Willing to take risks
- Passionate about delivering client solutions

### Your Career Goals

#### Learn with Leaders

As a sales producer you will be exposed to unmatched learning experiences led by true insurance leaders. Developing your professional skills through our innovative and unique training programs is one of our top priorities.

#### Access to Cutting Edge Analysis Tools

You will have access to industry leading technological tools, including a patent pending sales system, which will guarantee success in servicing your clients.

#### Partnering with Professionals

Being a leader on the Holmes Murphy team means you are part of an elite group of experts. Our members are passionate about providing the highest value and cost effective insurance plans to meet the unique needs of our clients.



*"What separates Holmes Murphy from other brokerages is they have given me the tools and the ability to learn all sides of business. It's not just about insurance, but becoming an expert in the industry."*

Cameron Burt  
Account Executive

### Career Advantages at Holmes Murphy:

- Flexibility and Freedom
- Self Directed earning potential
- Stable, secure industry
- Participation in mentor programs
- Professional development
- Networking with industry leaders

### Competitive Employee Benefits

Holmes Murphy offers a competitive benefits package to employees including:

- Group Health, Life, Dental and Vision Insurance
- 401(k) Savings and Profit Sharing Plan
- Wellness Program and Fitness Reimbursement