

Michael A Hayden

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Objective

To obtain a job with in the field of Insurance that will challenge and enhance my current skills set, while enabling me to further advance the company and myself.

Education

Illinois State University, Normal, IL
Bachelors of Science in Marketing
Bachelors of Science in Insurance
Graduation:
December 2008

Related Work Experience

State Farm May 2008 – Aug. 2008

Agency Intern

- Provided superior customer service to each customer by building a personal relationship with each individual
- Assisted in development of local advertising strategies
- Quoted and assisted in binding internet and phone sales leads
- Researched current and potential internet lead providers
- Assisted in handling potential Auto and Fire claims
- Licensed Insurance producer in Property and Casualty

COUNTRY Insurance May 2007- May 2008

Life/Health Underwriting Intern

- Use a variety of tools to analyze and properly classify applicants for life insurance
- Evaluated the risk and exposure of perspective clients
- Determined the medical condition of the applicant
- Determined the suitability of the amount and purpose of insurance
- The insurable interest of the beneficiary

Caterpillar May 2004- Sept. 2004

Intern

- Provided assistants to Cribs General/Requirements
- Collaborated with Internal certification teams
- Prepared spreadsheets, created charts and graphs
- Transferred written documents
- Recorded minutes at meetings
- Gained valuable knowledge of the corporation and the business world

Activities

- Member of Delta Sigma Pi – Co-Ed Professional Business Fraternity
 - Rush Committee
 - Fundraising Committee
 - Illinois Sports Symposium Sponsorship Committee Fall 2008
 - Big Brother mentor
- Member of Gamma Iota Sigma - Co-Ed Professional Insurance Fraternity
 - Assurance Agency Scholarship Spring 2008
- CATERPILLAR Leadership Fellows Program
 - Mentorship program with State Farm Manager Fall 2008
- Member of ISU's Ultimate Frisbee Club Team