

# Jacob R. Hankins

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(217)-201-0229

## EDUCATION

### Illinois State University

Majors: Finance and Insurance/Risk Management  
GPA: 3.81/4.0

Expected Graduate May 2010  
Departmental Honors - Finance

## WORK EXPERIENCE

### COUNTRY Financial – Bloomington, IL

2010-Present

#### Corporate Insurance Compliance, Intern

- Coordinate with various business units to ensure proper implementation of appropriate compliance solutions
- Review numerous third party contracts to ensure necessary legal safeguards and implement new legal contracts with appropriate agreements and addendums

### State Farm Insurance, Investments Department – Bloomington, IL

2009 – Summer

#### Real Estate Investment Intern

- Assisted in the management of a commercial real estate portfolio with assets in excess of \$6 billion
- Sharpened my analytical skills by participating in the review of commercial mortgage loan investments, including the due diligence review of service reports, financial statements and ratios, and rent rolls
- Utilized and developed sound commercial loan underwriting practices
- Researched, prepared, and presented portfolio reports to analysts and senior management
- Calculated projections and performed discounted cash flow analysis on real estate investments using Argus

### Northwestern Mutual Financial Network – Champaign, IL

2008- Summer

#### College Financial Representative

- Developed personal client relationships by helping clients manage financial risk and achieve financial security through a variety of insurance products and solutions
- Formed and sharpened my communication and interpersonal skills through interaction with clients
- **Licensed:** State of Illinois Life and Health Insurance Producer

### Hankins Lawn Care Service - Shelbyville, IL

2001-2008

#### Owner/Operator

- Independently organized job scheduling, completion, and billing
- Developed and maintained customer relations with repeat customers over seven years

## ACTIVITIES

### Illinois State Club Baseball

Fall 2006-Present

#### Treasurer

- Coordinated budgeting, ordering, billing, and collecting
- One of four officers who directed a 160 participant baseball league, as well as managed a team

### Educational Investment Fund

Fall 2009

- Student-managed equity investment portfolio with a principal value of approximately \$285,000
- Performed full fundamental analysis of three organizations in the telecommunications sector
- Presented recommendations to the EIF Board Members for portfolio allocation

### Gamma Iota Sigma

Spring 2008-Present

- Professional Insurance Fraternity – Katie School of Insurance

## AWARDS/ACHIEVEMENTS

Eagle Scout, Boy Scouts of America

Honors Program

Member of Jackson Masonic Lodge No. 53 of Shelbyville

Dean's List

Beta Gamma Sigma (business academic honor society)

Alpha Lambda Delta (honor society)