

# Mykelle Glassmire

## Life Insurance Agent

Dedicated Life Insurance Agent with 1 year of experience providing personalized and efficient insurance solutions to clients. Proficient in policy analysis, risk management, and relationship building. Committed to helping clients choose the best coverage for their unique needs and ensuring a seamless customer experience. Demonstrates strong communication and analytical skills, contributing to increased customer satisfaction and retention.

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(571) 642-8364   
123 Maple Street, Burlington, VT   
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### Education

**Bachelor of Business  
Administration in Insurance  
and Risk Management at  
University of Vermont,  
Burlington, VT**

Aug 2018 - May 2022

Relevant Coursework: Risk Management Principles, Insurance Operations, Business Analytics, Financial Management, Property and Liability Insurance, Life and Health Insurance, Corporate Risk Analysis, Legal and Ethical Issues in Insurance, and Enterprise Risk Management.

### Links

[linkedin.com/in/mykelleglassmire](https://www.linkedin.com/in/mykelleglassmire)

### Skills

Underwriting

Risk assessment

Policy customization

Claims processing

Client relationship  
management (CRM)

Actuarial analysis

## Employment History

### Life Insurance Agent at New York Life Insurance Company, VT

Feb 2023 - Present

- Achieved a record-breaking sales milestone of \$5 million in annualized premiums within the first two years, surpassing company targets by 150% and earning recognition as the top Life Insurance Agent in the Vermont region.
- Successfully onboarded and retained over 500 new clients within a single year, resulting in a 20% increase in the client base and contributing to a 25% growth in overall revenue for the company in the VT branch.
- Developed and implemented a comprehensive customer relationship management strategy that increased client satisfaction rates by 30% and reduced policy lapse rates by 15%, ensuring long-term loyalty and revenue growth for the New York Life Insurance Company in Vermont.

### Associate Life Insurance Agent at Northwestern Mutual Life Insurance Company, VT

Jul 2022 - Jan 2023

- Successfully sold over \$2 million in life insurance coverage within the first year, exceeding personal sales targets by 25% and contributing to the overall growth of the Northwestern Mutual Life Insurance Company in VT.
- Developed and maintained a strong client base of over 100 individuals and families, resulting in a 95% retention rate and providing continuous revenue through policy renewals and referrals.
- Implemented a targeted marketing strategy that increased lead generation by 150%, leading to a 30% increase in new client acquisition and significantly expanding the company's presence in the Vermont region.
- Recognized as the top-performing Associate Life Insurance Agent in the Vermont office for two consecutive quarters, receiving multiple accolades and awards for exceptional sales performance and customer satisfaction.

## Certificates

### Chartered Life Underwriter (CLU)

Nov 2021

### Certified Financial Planner (CFP)