

## Recent College Graduates: Have a career where you're counted on

Today's successful Financial Services Professionals come from diverse backgrounds with a wide variety of degrees, yet they share similar traits: the desire to help people, being highly motivated and consistently performing at high levels.

You'll be a source for social good in your community and will increase your knowledge base by working both independently and as a team with others in our agency. The FSR career is all about working toward common goals to help your clients succeed financially.

You'll get a great sense of satisfaction knowing you've helped someone achieve a more secure financial future while you personally move closer to your own financial goals. The work is challenging, and the effort required to be successful can be great, but isn't that the same for most achievements of value?

### Financial Services Professional:

#### Responsibilities

- Prospecting for clients through networking and referrals
- Developing and maintaining long-term relationships with clients
- Providing financial solutions for clients through fact gathering and needs analyses
- Expanding personal knowledge and skills through ongoing professional development and joint work with fellow associates

#### Qualifications

- Strong interpersonal skills and customer service focus
- Market development/networking abilities
- Presentation and organizational skills
- Strong work ethic, self-motivated and goal-oriented
- BA, BS, and/or graduate degree or equivalent work experience required

Results-driven compensation and access to a competitive benefits package including medical and dental, life and disability insurance, and thrift and pension plans are available for qualified Financial Services Representatives. Contact Stephanie Baker today at [sbaker@financialguide.com](mailto:sbaker@financialguide.com).

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### About MassMutual

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Founded in 1851, MassMutual is a leading mutual life insurance company that is run for the benefit of its members and participating policyowners. The company has a long history of financial strength and strong performance, and although dividends are not guaranteed, MassMutual has paid dividends to eligible participating policyowners consistently since the 1860s. With whole life insurance as its foundation, MassMutual provides products to help meet the financial needs of clients, such as life insurance, disability income insurance, long term care insurance, retirement/401(k) plan services, and annuities. In addition, the company's strong and growing network of financial professionals helps clients make good financial decisions for the long-term.

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