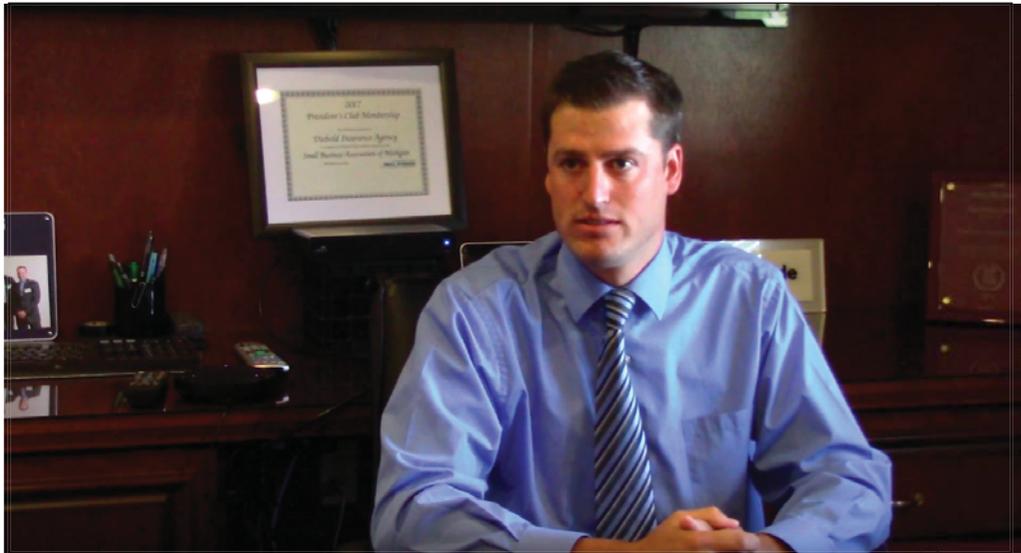


OPPORTUNITIES IN
INSURANCE
 NORTHEAST MICHIGAN

PROFESSIONAL PROFILE



DAN ELLIOTT -Vice President- Diebold Insurance

\$30-\$40/ HOUR

(average entry level wage)

INSURANCE SALES AGENT

DAILY TASKS

- Working on the sales side of the insurance company, meeting with clients, and looking over policies.
- Managing the sales team at Diebold.
- Travelling, meeting with clients, and making new sales.

CAREER PATH

- Went in to insurance, specifically Diebold, because it is a family owned business.
- Grew up in Northern Michigan, and didn't want to leave.
- Has become very successful in the insurance industry.

PROGRAMS OFFERED BY
BAKER COLLEGE

PROGRAMS OFFERED BY
NORTH CENTRAL MICHIGAN COLLEGE

PROGRAMS OFFERED BY
ALPENA COMMUNITY COLLEGE



MASTERS OF BUSINESS
 Finance



ASSOCIATE OF APPLIED SCIENCE
 Accounting



ASSOCIATE OF APPLIED SCIENCE
 Accounting



BACHELORS OF BUSINESS
 Finance