

Business Connection

Strengthening the local economy and serving members for more than 60 years



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www.pleasanton.org

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Business Spotlight



Farmers Insurance District 65 is a team dedicated to helping provide the support and training that is necessary to be successful within the insurance field.

Now seeking entrepreneurs, self-starters and leaders

Be a Farmers Agency Owner

At Farmers District 65, they believe in ongoing education in their industry. To be the best you can be, you need to keep current on any new ideas and techniques that will assist you in looking out for your client's best interests. Farmers District 65 is dedicated to providing you with the tools to increase your odds of success. You only get one chance to make a first impression.

James Peregrino started in the insurance industry seven years ago with no prior knowledge of the insurance other than that everyone in California needed to have it. He built his business from the ground up one policy at a time with the sole belief that life insurance is the most important product/service he provides for his clients. He was a top life agent every year that he ran his business all the way up to his promotion now as a District Manager. His current focus is on replicating the process by creating new successful business owners. They have a very strong training program and hope to continue building in their district.

The District 65 office in Pleasanton is about training business owners on how to either:

- buy a book of business (Acquisition Entry point)
- building a book of business (Traditional Entry point)
- train new and existing agents on all Farmers systems
- support all agents in district

There are many different benefits that come from working in the insurance industry. Some unique factors that Farmers Insurance provides include a flexible lifestyle, residual income, and business ownership. District 65 is a team dedicated to helping provide the support and training that is necessary to be successful within the insurance field. They provide an extensive training program for those with little to no experience. Their classes include licensing, product knowledge, and business systems that help create successful business owners.

Learn more about what it means to join the Farmers team as an agency owner today by calling 925-474-3448 or visiting them online at www.peregrinosurance.com.