

# WestPoint Financial Group

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**Company Website:** [www.westpointfinancialgroup.com](http://www.westpointfinancialgroup.com)

**Position Title:** Financial Services Professional

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**Opportunity Location:** Peoria, Bloomington, Springfield, and Mattoon, IL  
**Salary/Wage:** Varies

## Preferred Skills:

The WestPoint Financial Group Ideal Candidate

When we ask you to think of an ideal candidate for a career with The Central Illinois Agency, this person would have the following characteristics.

- Coachable and able to take direction
- Has high integrity
- Wants to have a significant impact on the lives of others

To be more specific, this person would need to be inherently driven and always strive to be their best. They will be devoted to lifelong learning and will commit to challenging themselves to be relevant in providing leadership to their clients and friends.

Other characteristics of someone fit for the financial services industry include a person who is internally driven and motivated by recognition, financial gain and/or positively impacting the lives of others. Although not necessary, it would be beneficial for this individual to have some life experience outside the college atmosphere. This will afford them the ability to offer perspective to their clients and others they advise. Also, a strong core group of support from family and close friends can help leverage a candidate's success. Additionally, this person needs to be fiscally responsible, while having the ability to manage and run a business practice.

Finally, this person needs to be a strong, positive reflection of The Central Illinois Agency. They need to carry themselves in an ethical manner, work hard, and always maintain a consistent level of self discipline. The decisions we help people to make and challenges we guide them in overcoming affect many generations to come, and is a responsibility that this person should never take lightly.

## Job Description:

Are you looking for a career that will leverage your years of work experience, provide you an opportunity to build a business you can call your own, and deepen your connection within the community? As a Financial Services Representative, you will work directly with individuals, businesspeople, and families to help them navigate through and secure their financial future. Discover a career that can't be offshored or outsourced.

At WestPoint Financial Group, a MassMutual general agency, you'll be part of an entrepreneurial system with the freedom to provide solutions for your clients from a broad portfolio of innovative products, access to powerful sales tools, and a large resource network so you can focus on activities that get results.

## Responsibilities

- ♣ Prospecting for clients through referrals, personal observation and networking
- ♣ Developing and maintaining long-term relationships with clients
- ♣ Fact gathering and needs analyses to arrive at client-centric financial solutions
- ♣ 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 organization 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 available for qualified Financial Services Representatives including medical and dental, life and disability insurance, and thrift and pension plans. For more information, please contact Emily West for positions in Peoria, Bloomington, Springfield and Mattoon, Illinois. Emily Can be reached at [ewest@financialguide.com](mailto:ewest@financialguide.com) or by phone at [309-335-7222](tel:309-335-7222). [www.westpointfinancialgroup.com](http://www.westpointfinancialgroup.com)

## About MassMutual

Founded in 1851, MassMutual is a leading mutual life insurance company that is run for the benefit of its members and participating policyholders. 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 policyholders every year since the 1860s. With whole life insurance as its foundation, MassMutual also 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.

MassMutual Financial Group is a marketing name for Massachusetts Mutual Life Insurance Company (MassMutual) and its affiliated companies and sales representatives. MassMutual is headquartered in Springfield, Massachusetts and its major affiliates include: Babson Capital Management LLC; Baring Asset Management Limited; Cornerstone Real Estate Advisers LLC; The First Mercantile Trust Company; MassMutual International LLC; MML Investors Services, LLC, member of FINRA and SIPC; OppenheimerFunds, Inc.; and The MassMutual Trust Company, FSB.

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\*If you are interested in applying for this position, please contact Emily West at 309-335-7222 or at [ewest@finsvcs.com](mailto:ewest@finsvcs.com) for more information.