

Jacob Richard Hankins

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(217)-201-0229

EDUCATION

Illinois State University

Major: Finance
Insurance

GPA: 3.82/4.0

Expected Graduate May 2010
Honors Program
Departmental Honors - Finance

WORK EXPERIENCE

State Farm Insurance, Investments Department – Bloomington, IL 2009 - Summer

Real Estate Investment Intern

- Assisted in the management of a commercial real estate portfolio with assets in excess of \$6 billion
- Sharpened my analytical skills by participating in the review of commercial mortgage loan investments, including the due diligence review of service reports, financial statements and rent rolls
- Researched, prepared, and presented distressed market reports to analysts and senior management

Northwestern Mutual Financial Network – Champaign, IL 2008- Summer

College Financial Representative

- Developed personal client relationships by helping clients manage financial risk and achieve financial security through a variety of insurance products and solutions
- Comprehensive sales and presentation training focused on clients' specific situation
- Formed and sharpened my communication and interpersonal skills
- **Licensed:** State of Illinois Life and Health Insurance

Hankins Lawn Care Service - Shelbyville, IL 2001-2008

Owner/Operator

- Independently organized job scheduling, completion, and billing
- Developed and maintained customer relations with repeat customers over seven years

Illinois State University - Normal, IL Fall 2008-Present

Mathematics Department – Part-time position throughout the school year

ACTIVITIES

Illinois State Club Baseball Fall 2006-Present

Treasurer

- Coordinated budgeting, ordering, billing, and collecting
- One of four officers who directed a 160 participant baseball league, as well as managed a team

Gamma Iota Sigma Spring 2008-Present

- Professional Insurance Fraternity – Katie School of Insurance

Educational Investment Fund Fall 2009

- Student-managed investment portfolio with a principal value of approximately \$285,000

AWARDS/ACHIEVEMENTS

- Eagle Scout, Boy Scouts of America
- Member of Jackson Masonic Lodge No. 53 of Shelbyville
- Department of Finance, Insurance and Law, Bone Scholar Nominee
- Beta Gamma Sigma (business academic honor society)
- Dean's List