

# Graduate

Into a **Rewarding**

# Sales

# Career



# Hull & Company

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Hull & Company, Inc. was founded in Ft. Lauderdale, FL in December 1962. In March 2005 Hull & Company was acquired by Brown & Brown, Inc. and became a part of their Wholesale Brokerage Division. Today our Wholesale Brokerage Division has grown to be one of the largest premier operations in the wholesale insurance marketplace.

Our Wholesale Brokerage Division markets excess and surplus commercial and personal insurance products to retail insurance agencies, and reinsurance products and services to insurance companies throughout the United States. Our Wholesale Brokerage Division offices represent various U.S. and U.K. surplus lines insurance companies, and certain of our offices are also Lloyd's of London correspondents. The Wholesale Brokerage Division also represents admitted insurance companies for the purpose of enabling smaller agencies that otherwise would not have access to these markets to place business there. Excess and surplus lines insurance products include a wide variety of insurance coverages, such as personal lines homeowners, jewelry, yachts, commercial property and casualty, commercial auto-mobile, garage, restaurants, builders' risk and inland marine lines. Difficult-to-insure general liability and products liability coverages are a specialty, as is excess workers' compensation coverage. Wholesale brokers solicit business through mailings and through direct contact with retail agency representatives.

## **Brown & Brown Operational Brand Names**

- Axiom Re
- Big Sky Underwriters
- Braishfield Associates
- Combined Group Insurance Services
- Decus Insurance Brokers Limited
- Delaware Valley Underwriters (DVUA)
- ECC Insurance Brokers
- Evergreen Re
- Graham-Rodgers
- Halcyon Underwriters
- Mac Duff E&S Insurance Brokers
- Mac Duff Underwriters
- National Risk Solutions
- Peachtree Special Risk Brokers
- Sigma Underwriting Managers

## The *Sales and Mentorship* Program

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Upon graduation we will relocate you to our Ft. Lauderdale or Tampa office to begin your training. For the first 12-18 months you will train with one of our experienced professionals, shadowing their daily activities. You will be introduced to our many insurance companies so that you can begin your relationship with the various company personnel that will follow you throughout your career. You will have an opportunity to work in all the different phases of the brokering and underwriting process and as you near the end of your training you will actually have the opportunity to begin producing business.

During your training process you will also be given the opportunity to attend industry conventions/functions, attend our wholesale university designed specifically for recent graduates, as well as participate in events hosted by our insurance companies. Our goal is to expose you to as much as possible to create the foundation for a successful career.

Upon completion of the initial training process you will be graduated and relocated to one of our offices to hopefully begin a long and prosperous career

## What We Are Looking For in a *Candidate*

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### **Someone:**

- Who is Analytical
- Who has high energy
- Who would rather be respected than loved
- Who has the money making gene

## *Our Culture Statement*

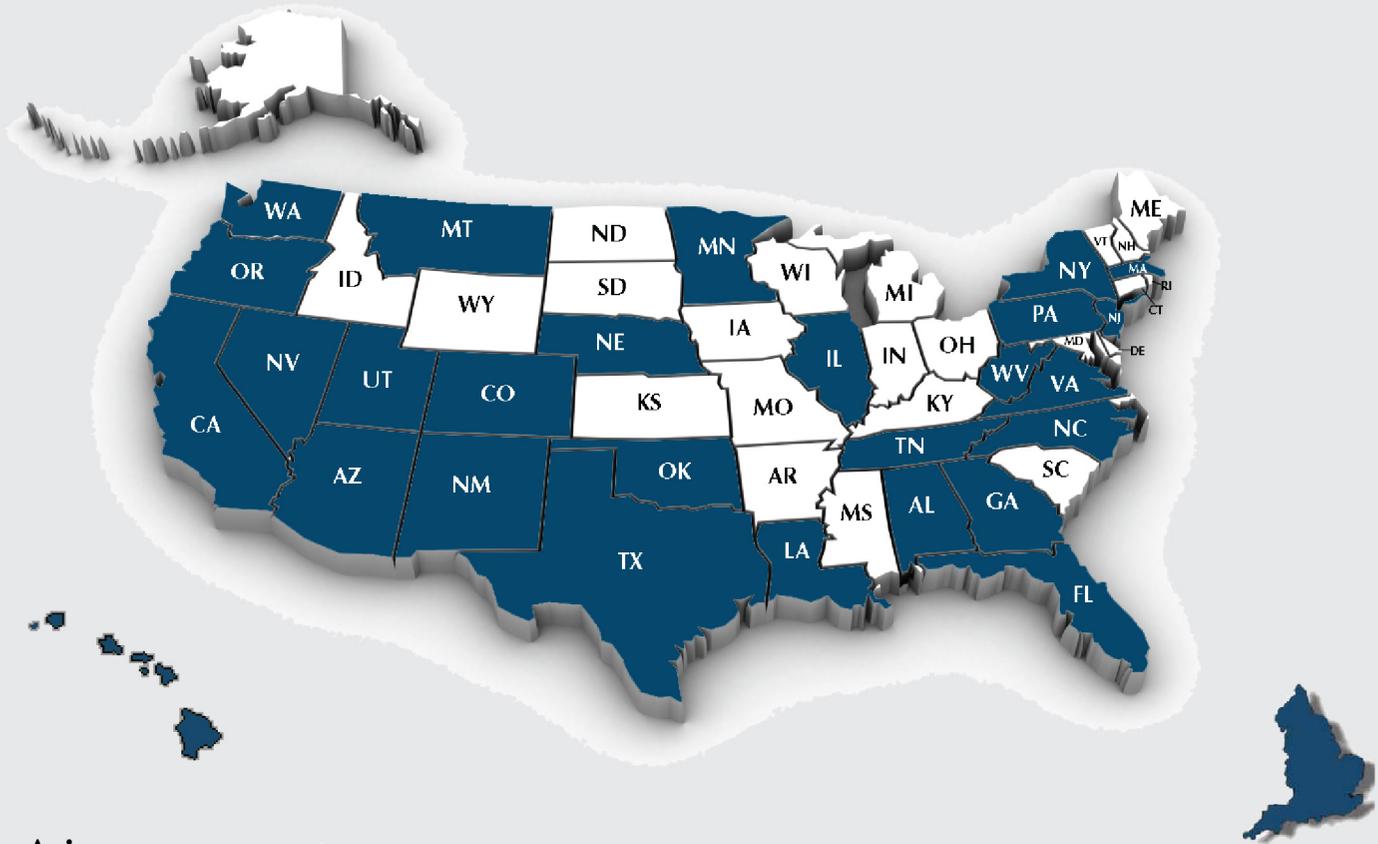
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Brown & Brown, Inc. is a lean, decentralized, highly competitive, profit-oriented sales and service organization comprised of people of the highest integrity and quality, bound together by clearly defined goals and prideful relationships.

## *Ready to Join Our Team?*

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Please submit your resume to one of our on campus recruiters or email it to [bmcgrew@hullco.com](mailto:bmcgrew@hullco.com). We will review it and contact you.



<b>Arizona</b>	<b>Minnesota</b>	<b>Tennessee</b>
<b>California</b>	<b>Montana</b>	<b>Texas</b>
<b>Colorado</b>	<b>Nebraska</b>	<b>Virginia</b>
<b>Connecticut</b>	<b>New Jersey</b>	<b>Washington</b>
<b>Florida</b>	<b>New York</b>	<b>West Virginia</b>
<b>Georgia</b>	<b>North Carolina</b>	<b>London, England</b>
<b>Hawaii</b>	<b>Oklahoma</b>	
<b>Illinois</b>	<b>Oregon</b>	
<b>Louisiana</b>	<b>Pennsylvania</b>	

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[www.bbinsurance.com](http://www.bbinsurance.com)

[www.hullco.com/ftlauderdale](http://www.hullco.com/ftlauderdale)

