



NATIONAL  
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**Guardian**  
Network®

# Financial Representative Intern

## Gain entrepreneurial skills and a foundation for a rewarding career.

### Overview

You won't be pushing pencils here. This highly immersive and development-packed program provides you the chance to see if running your own financial services practice could be in your future and allows you to earn commissions on sales you make throughout your internship.

For the right person, a career as a Financial Representative with The Guardian Network allows you to experience entrepreneurship with support and make a difference in peoples' lives while achieving your own professional and financial goals.

Through our internship program, you'll be doing the day-to-day work of a financial professional, with guidance and mentorship in developing the skills necessary to build a thriving business. Plus, you'll have a foundation that allows for a fast start should you decide to pursue this path full-time.

### You are...

- A self-motivated individual with a confident personality, high integrity, and a strong desire to succeed
- Passionate about cultivating long-term relationships to help others reach their goals
- Ambitious, entrepreneurial, and looking for career growth and development

### Once you pass your state licensing exam, you'll be...

- Learning about: marketing, client prospecting techniques, the sales cycle, Guardian product offerings, team building and collaborative practices, time management, and more
- Working directly with peers and mentors on "real world" cases, preparing illustrations for prospects or existing clients; earning commissions on sales
- Working with clients to understand their goals, concerns, and current financial information. Analyzing information to create plans with appropriate strategies, products, and services
- Developing and maintaining a base of clients who value your input and guidance

### What we provide...

- Development, mentorship, and training—locally, virtually, and nationally—providing you with all the knowledge and information you need to build your practice with us
- Pay for required training hours
- Commissions on sales made during the internship period

### Requirements

- Pass state licensing exam



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## Who we are

Guardian has been helping people protect their future and secure their lives for more than 160 years. Every day, we serve 29 million people by helping them and their families pursue financial confidence and well-being in life, health, and wealth. We help families find financial confidence and help people plan for retirement. We help companies take care of their employees. And we help both recover and thrive in times of unexpected loss.

Today, we provide life insurance, disability insurance, dental insurance, and other benefits for individuals, at the workplace, and through government-sponsored programs. And as one of the largest mutual insurance companies, we know what matters most: putting the needs of our customers first. Because everyone deserves a Guardian.

The Guardian Network® is a network of preferred providers authorized to offer products of The Guardian Life Insurance Company of America (Guardian), New York, NY and its subsidiaries. National Financial Network is an independent agency and not an affiliate or subsidiary of Guardian. 2024-167339 Exp 01/26