



BROKER DEVELOPMENT PROGRAM

Brown & Brown, Inc. is an Insurance Intermediary or Broker. We are seeking University graduates to enter our Broker Development Program. The Broker Development Program offers four tracks or specializations.

- Outside Sales
- Inside Sales
- Account Executive/Management
- Broker to Broker Sales

The Broker Development Program was created and is designed to “build our bench” for future leadership positions. We promote from within.

The Outside Sale is a consultative sale based on risk analysis and negotiation and construction of complex commercial insurance contracts.

Brown & Brown’s proprietary training program, Brown & Brown University, is revered as the best in the industry. This program teaches and instills a strategic and analytical process for new Producers to gain an advantage over the competition.

The decentralized operating model and structure of Brown & Brown allows teammates to control and determine their own success and destiny.

Decker

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