

Meet Marc Milk, aspiring financial advisor who placed first in the Bankers Life national sales internship competition



As college undergrads advance into their junior and senior years, reality starts to kick in a little harder and the light at the end of the tunnel becomes ever-so imminent. Many of us start to question our purpose in life, what we expect to accomplish after graduation, and how we will sustain ourselves once we are officially cut off from mom and dad. Our professors, parents, peers and other influencers have all played a part in the shaping of our adulthood, and the skills we learn in and out of the classroom will inevitably help us to attain our first job. But as young adults about to enter the working world, how on Earth is anyone supposed to know what path to take, or what job will yield the highest satisfaction? That, my friends, is where internships play a vital role. They are the perfect opportunity for a student to explore potential career paths, gain valuable knowledge and experience about an industry of interest, fulfill college requirements, and ultimately learn about yourself.

For professional sales student Marc Milk, his summer internship experience could be the poster child for how to be successful and get the most value out of an internship. If you're serious about investing in yourself and taking hold of your future, take note of what Marc did to land himself first place in the Bankers Life intern sales competition, where he outranked over 140 interns nationwide for selling the most profitable insurance policies. As I sat down with Marc to discuss his methods of success, I left with a few phenomenal pointers that my peers and I could appreciate.

Question #1: Please provide a brief overview of your summer internship, responsibilities included.

Marc: I was an independent agent for an insurance company called Bankers Life. The job description required me to be an entrepreneur – I was solely responsible for my own business. I was required to prospect daily, which included making cold calls, setting and running appointments, educating retirees about the products Bankers offered, and closing on appointments after fact finding and presentations were completed. I worked in a satellite office in St. Petersburg, and since I was the only intern in that particular office, I was fortunate enough to have more individual attention and guidance from veteran agents.

Question #2: In what ways did your classes and campus activities prepare you for your internship?

Marc: Pat Pallentino's professional and advanced sales classes really helped. The material I learned in class as well as the practice role-plays were very practical and beneficial when it came time to apply it in real life. Bankers had a similar sales cycle to the one I learned in advanced sales, so that was a huge factor that helped in my success at Bankers. I also had past experience as a car salesman prior to Pat's

classes, so it was cool to have a before and after outlook on what a sit-down meeting looks like while meeting with people face-to-face.

Question #3: In what way has this internship contributed to your professional development?

Marc: This internship opened my eyes to where I wanted to go in life: to work as a financial advisor. Even though I worked as an agent, I got the opportunity to work with some of the financial advisors in the St. Petersburg office, and I fell in love with what they did. Even though this internship was challenging, it taught me to be a go-getter and to never give up. The 100% commission compensation was definitely a motivator.

Question #4: How was this experience related to your major field or career goals?

Marc: This experience started off as a resume builder. I knew I wanted to go into sales, but I wasn't 100% sure of what type of sales I wanted to do. However, the more time I spent working at Bankers, I soon realized how much I liked the financial advising side of business. It completely switched my career aspirations and made me more motivated to network and reach out to advisors for future career opportunities.

Question #5: What was the most challenging aspect of your internship?

Marc: I would have to say making appointments and being productive. I got really bored during the training and sometimes I would catch myself losing motivation to work hard. However, to overcome these obstacles, I would talk to my branch manager and ask for advice on how to improve. I would also find motivation by thinking of things I wanted to buy after the internship. After receiving a little over \$8,000 over the 10-week internship course, I rewarded myself by buying a Ducati motorcycle.

Question #6: What kind of impact has this internship had on you?

Marc: This internship made me realize that I wanted to be a financial advisor after graduation. I learned how to network with all kinds of people, and I even received a couple job offers from different firms for a financial advisor position from me reaching out.

For more information about internships click on the Bankers Life logo below

