

## **FAQ: Working with AgQuest Insurance in Springfield, MN**

**1. Where exactly is this position based?**

This role is based out of Springfield, Minnesota. You'll travel to meet with clients throughout the surrounding rural areas, but your home base will be Springfield.

**2. Is this a remote or hybrid position?**

No, this is not a remote position. However, it is not a typical office job either—you'll spend much of your time in the field visiting clients and building relationships.

**3. Do I need to live in Springfield to be eligible for the role?**

While living in or near Springfield is preferred, we're open to candidates who are willing to relocate or commute. The key is being able to be in the field and available to meet with clients in the area.

**4. What is the work environment like in the Springfield office?**

The Springfield office is known for its collaborative, supportive, and community-oriented culture. You'll be working with a small, close-knit team that values professionalism and personal connections.

**5. What is the territory or travel radius for this position?**

You'll primarily work within a 50–75-mile radius around Springfield. A company vehicle is provided for business travel.

**6. What kind of clients will I be working with in this region?**

You'll work closely with farm owners, crop producers, and rural business operators. Most clients are long-time members of the agricultural community, seeking trusted and personalized insurance solutions.

**7. I don't have a background in agriculture—can I still apply?**

Yes. While familiarity with agriculture is helpful, it's not required. We provide training and mentorship to help you understand the industry and serve clients effectively.

**8. What does a typical day in this role look like?**

Most days involve visiting clients on their farms or properties, conducting insurance reviews, prospecting for new business, and following up with leads. Office time is used for policy management, meetings, and paperwork.

**9. What are the biggest advantages of working in Springfield?**

The community offers a friendly, small-town atmosphere, affordable cost of living, and meaningful opportunities to connect with clients and truly make a difference in their lives.

**10. What resources and support will I have to succeed in this role?**

You'll receive comprehensive onboarding, access to continuing education (like AFIS and CIC certifications), mentorship from experienced agents, and administrative support from the AgQuest team.