

Doing Business with Fortune Corporations

How to sell to corporations

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Mission: Manage the risk of every day life, recover from the unexpected, and realize their dreams

- 1922 - 94 Years
- #1 in Auto/Home/Life
- 35th Ranked Company
- 83rd Largest Bank
- \$34 Billion in Premium
- 37,000 claims per day
- 18,000 Agents
- 65,000 Employees



Diversity & Inclusion



Our Focus Today

- Align with key business partners to meet customer's needs
- Educate the Enterprise
- Foster a diverse supplier base



Business with State Farm

- Know what you do
- Know what we do
- Have your elevator speech ready
- Be Prepared
- Be Professional
- Be Persistent
- Be Certified
- Attend Events
- Do Tier 2

