

Betty Harris

Insurance Sales

Agent with a year and a half writing personal auto, homeowners, and renters in the Treasure Valley. Strong on quote turnaround and follow-up. Preparing for life and health licensing this quarter.

Contact Information

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Education

B.S. Marketing, Boise State University, 2022

Authorized to write property and casualty lines in Idaho, active

Life and health authorization, in progress (exam scheduled Q2)

Key Skills

- Personal auto and homeowners quoting
- Renters and umbrella
- EZLynx rater
- Applied Epic (basic)
- Inbound lead follow-up
- Cross-selling at bind
- Payment plan coordination
- Carrier underwriting appetite

Professional Experience

Insurance Agent | Sagebrush Mutual Agency, Boise, ID 2023 – Present

- Wrote 214 new personal lines policies in first 14 months, primarily auto and home bundles from inbound web leads.
- Kept a same-day callback standard on new quote requests, which the sales manager credited for a close rate near 28% on warm leads.
- Rounded out roughly 40% of new auto sales with a renters or homeowners policy at bind.
- Sat in on quarterly carrier training for Progressive, Safeco, and Nationwide to stay current on underwriting appetite changes.

Customer Service Representative | Sagebrush Mutual Agency, Boise, ID 2022 – 2023

- Handled 40 to 60 service calls a day covering endorsements, ID cards, and payment questions.
- Studied for and passed the Idaho P&C exam on first attempt while working full time in a service representative role.
- Flagged three mid-term policies at risk of cancellation and coordinated payment plans with billing, saving the accounts.