

# Career Corner

## Many Seeking A New Start Are Sold On Sales

(NAPSA)—There's good news for those seeking a new career. No matter what jobs you may have held in the past, a career in sales can offer an opportunity to "go with what you know" in a new and rewarding way.

Those in the profession say an entry sales opportunity typically requires little or no specific experience in a particular industry and can still offer good income potential.

"There is always a demand for good salespeople, especially in areas like insurance, because the market is always growing," says Peter Leighton, senior vice president of recruiting at Combined Insurance, a leading provider of individual supplemental accident, disability, health and life insurance products and part of the ACE Group of Companies. "Those who are personable, ambitious, confident, positive and disciplined often make the most successful salespeople."

However, Leighton notes, some job seekers shy away from considering sales positions because a majority of such positions pay on commission, which can be a negative to some applicants. But, he says, that shouldn't be a deterrent, as some companies help new salespeople balance the financial risk when first starting out.

### Finding The Right Job

Leighton says when considering a sales job, it's important to look for companies that offer four key benefits:

- guaranteed initial income;
- comprehensive training and support;
- free leads;
- employee status.

"These particularly help new sales representatives while they



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build their business. But not all companies offer them, so it's important to do your homework," he says.

### An Entry To Other Fields

A sales job can also be a great stepping-stone to finding work in another field. "Sales is a great job opportunity for the 20-24 age group of job seekers who may be entering the workforce for the first time," Leighton says. "The skills that are gained from a sales position, such as time management, communication, problem solving and working with others, are qualities that employers in all industries look for, and they are easily transferable."

Leighton adds that Combined Insurance is looking to hire 3,000 sales representatives and managers and is open to considering those who are unemployed, underemployed or just looking for a career change.

To learn more, visit [www.combinedinsurance.com/careers](http://www.combinedinsurance.com/careers).