

The Frieden Agency and Frieden Wealth Management was founded in 1928 in Virginia Beach, VA. This business is a family run and owned company that began as a traditional life insurance agency. However, over the years this corporation has evolved to offer variable annuities and recently opened a branch to offer a full Wealth Management platform. The Frieden Agency internship offers an opportunity to any driven individuals interested in expanding their corporate culture experience, developing managerial skills and further understanding the operations of an insurance and wealth management company. This rigorous internship gave me an opportunity to have a large range of responsibilities throughout the company. My first week consisted of in depth training on the multitude of programs used to perform in the company. The Office Manager, Denise Nobles, conducted hands-on training for programs such as Advisor Assistant and Microsoft Outlook along with general operations for the computer software throughout their firm. After this training, I was responsible for updating these programs to fit into the company's compliance for more than 30 advisors. This task gave me insight into the culture at this firm and also helped me practice my communication skills with senior management. After the implementation of these new programs, I was in charge of any issues advisors faced and they would directly contact me for support. My final responsibility gave me much insight into the advisors role in an insurance agency and wealth management firm. I worked directly with an advisor that specialized in life insurance and helped him input different information into Advisor Assistant.

Through this process I not only learned the multiple facets of life insurance policies but gained hands on experience pertaining to the files.

Through the time spent at this firm, I was able to grasp a better understanding of my personal skills. I found that I am extremely goal oriented. I am completely motivated by a task and will work with all my efforts to achieve that goal. This motivational style worked in my favor for this program as I was granted multiple projects to accomplish. As mentioned before I had to reach out to all the advisors in the firm and update their computer programs to fit into compliance at the company. This project forced me to be extremely organized and efficient. I made a list of all of the advisors and researched to find when they would be in the office. After this I compiled all the different resources I may need to update their computers and began approaching advisors. Through the process of updating, I would also have to train the advisors on new programs they were encouraged to use. This project helped me with my communication not only with the management team, who were coaching me on the process, but also with the senior advisors as their time at work was extremely precious.

The opportunity to intern with The Frieden Agency was an absolutely amazing experience. It not only exposed me to a corporate culture but also gave me tremendous insight into the insurance and wealth management field. The most meaningful experience I had was working one on one with a financial advisor. This experience taught me not only how to train a senior advisor but also allowed me to learn a tremendous amount about the field. I was responsible for training him on

how to implement files into the new software program. However, while I was doing this he taught me the complexities of life insurance policies. I gained personal knowledge on the specific products he offered while also practicing the proper communication skills with a senior advisor. Although I was successful in this particular project there were many instances where I faced difficulties. About twice a week a marketer would come to the office to offer a new investment opportunity to the advisors. Although these meetings were extremely insightful; I would get frustrated with the inability to further understand the products. I contacted the Office Manager about my inability to understand these marketers and she coached me and continued to encourage me to go to the marketer meetings.

This experience has granted me the ability to learn a tremendous amount about myself. It gave me the opportunity to find how goal oriented I am. With multiple abstract projects, I was able to figure out how to structure a process and accomplish my goal. Through this I found that achieving a goal is my motivation and I find joy through this process. These experiences have allowed me to find the most successful way of conducting myself in a professional workplace. I am extremely thankful for this opportunity and am confident I can implement my knowledge I have gained into practice not only in school but also in the work force.