

GREGORY A. TOLLIVER

LICENSED INSURANCE SALES PROFESSIONAL · TOP REGIONAL PERFORMER

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PROFESSIONAL SUMMARY

Licensed insurance and financial services professional holding a Bachelor of Science in Business Administration, with over a decade of sales experience and a proven record of exceeding every expectation placed in front of me. Ranked #1 in my region multiple years running and recognized repeatedly for production leadership. Seeking a producer role where my results can speak for themselves.

PROFESSIONAL EXPERIENCE

Independent Insurance & Financial Consultant

Sep 2022 - Present

GT Consulting Services — Palm Coast, FL · Self-employed

- Advise small business owners on insurance, benefits, and risk strategy through a referral-based practice.
- Grew the practice from \$410K to \$1.6M in annual placed premium, a 40% increase.
- Closed 14 new accounts averaging \$22K in premium, contributing over \$600K in production.
- Consistently exceeded all expectations and delivered outstanding results for every client served.

Senior Sales Agent

Jan 2021 - Mar 2023

Ridgeway Insurance Group — Ormond Beach, FL

- #1 agent in the region for new policy count; recognized at the annual conference two years in a row.
- Handled personal lines, commercial packages, and life products for a broad client base.
- Substantially increased office revenue and played a key role in overall branch growth.

Sales Manager

Mar 2018 - Jan 2021

Anderson Auto Group — Daytona Beach, FL

- Led a team of finance and insurance sales staff; top producing manager in the dealership group.
- Increased F&I product penetration and drove record-setting months across multiple quarters.

Various Sales Roles

2013 - 2018

Timeshare, home improvement, and telecommunications sales — Central Florida

- Progressive outside and in-home sales roles; consistently among the top performers at each organization.

EDUCATION

Seminole State College / University of Central Florida — Business Administration, 2012-2015 · 116 credit hours completed

LICENSING, SKILLS & REFERENCES

Licenses: Florida 2-20 General Lines — currently inactive; Florida 2-15 Life & Health (active).

Driving: Florida driver's license reinstated 2024.

Skills: Closing, negotiation, relationship building, motivational leadership, Microsoft Office.

References: Available upon request. Please do not contact current or prior employers without advance notice.