

**Jay Nelson 906 Glenarbor Circle,
Longmont CO 80504 jaycoproperties@comcast.net
303-349-8460**

Dear Sir/Madam:

Thank you for the opportunity to discuss and apply for the position within your company. Helping people improve their position has always been a powerful motivator of mine throughout past job experiences, as well as listening to the needs of customers to properly solve their problems with good sound solution's. I feel I have an excellent understanding of the customer needs and company objectives and want to address those issues through business services with the excellent knowledge base I possess, to include the following:

- *Excellent Sales Person
- *Ability to address a crowd favorably
- *Strong organizational skills
- *Excellent presentation, sales and closing technique
- *Excellent listening skills applied towards needs of customer
- *Excellent vocabulary and written skills
- *Follow up tenacity
- *Time management and team player
- *Motivated and willing to be trained and mentored
- *Strong work ethics and ability to persuade and lead as necessary

I look forward to discussing my previous work experience, training and successes in greater detail.

Sincerely,

Jay Nelson

jaycoproperties@comcast.net

303-834-8907 or 303-349-8460

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SUMMARY

Utilize sales and customer service experience in a position offering challenge, advancement and financial rewards to include management opportunities. Experiences have always included a drive to succeed, long hours and independence. Production of clientele was through success in achieving customer satisfaction and a good working relationship. Financial rewards exceeded one-hundred seventy-five thousand dollars in past business endeavors'. Goals have always been high and the rewards reflected my achievements.

HISTORY

2014 through 2017, Colorado Life Settlements Co-Owner, ***Life Insurance Sales and Life insurance settlements for senior citizens.*** Help senior citizens find investors wanting to purchase their whole life insurance policies as a third party. Also, sold final expense insurance to cover debts and funeral costs upon there death.

1995 through 2011, Jay's Remodeling & Repair
Business owner as independent licensed building contractor. Initiated Marketing to middle class clientele; inspect job, bid, and close sale. Residential remodeling goal: to improve customer real estate values as well as maintain architectural appearance, customer relations and client objectives during remodeling process.

1992 through 1994, Champion Auto and Lowell's Auto Parts
Champion Auto, Retail Assistant Manager; Lowell's Auto Parts Counter Inside Counter Sales.

1986 through 1992, Realty World Streeter Andrus
Realtor, residential real estate. Initiated marketing for home listings and buyers. Lead customers through buying or selling process of residential home sales. Market services to new home builders; list their properties and sold while engaging in custom homes built to specification and costs.

1984 through 1986, Metropolitan Life
Insurance Representative all lines. Initiate marketing for sales through spheres of influence, advertisement, referrals, and previous policy holders. Meet with clientele for interview questioning observing their needs, make analysis to determine right product for sale; present product and close sale.

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1980 through 1984, 18th Airborne Corp, Military Intelligence, Ft. Bragg NC,
Paratrooper. Honorable Discharge. 1986 to 1992, *5042nd US Army Reserve
School, **Sergeant management of retirement data***

CURRENT LICENSE LIFE INSURANCE, State of Colorado

1983 - 1984 College: Associates in Arts Degree, Campbell University, NC

1985 - 1986 College: Real Estate & Law, University of Minnesota, Minneapolis MN