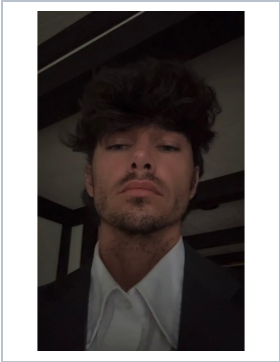


Justin Jarrett



I work directly with them. I have the network and I know why they sell and what's going on in the industry better than anyone. I could get a sale in less than a week or you can fire me.

Tampa, FL | (386) 679-2358 | JustinTJarrett@gmail.com | Audio and video of me and why I'm your best option - www.equitycoresolutions.com

6+	60+	131	20%	#1
YRS INSURANCE SECTOR	AGENTS ONBOARDED AT ONCE	ENROLLMENTS IN ONE WEEK	ORIGINATION PRODUCTIVITY GAIN	RANKED 6 MONTHS STRAIGHT

CORE SKILLS

M&A Sourcing & Deal Flow	Expert
Insurance Sector Expertise	Elite
Deal Execution & Negotiation	Expert
Agency Valuations	Advanced
Post-Merger Integration	Expert
Compliance & QA Auditing	Expert
CRM & Pipeline Infrastructure	Advanced

Performance-driven Director of Agency Acquisitions and Sales Executive with over 6 years of deep-vein experience within the highly regulated insurance sector. Proven track record of identifying, evaluating, and scaling independent insurance agencies across Medicare, ACA, Life, and Supplemental health lines. Combines an extensive personal network of agency principals with a deep, operational understanding of industry compliance, market vulnerabilities, and structural consolidation trends. Expert at running programmatic outbound engines to secure proprietary deal flow, evaluating operational health, identifying motivated sellers, and navigating high-stakes price negotiations with corporate stakeholders and independent owners alike. Highly skilled at post-acquisition asset integration, having built rapid-scale recruitment pipelines that onboarded up to 60+ agents simultaneously to preserve and accelerate platform equity.

CORE COMPETENCIES

- **M&A Strategy & Sourcing:** Corporate Development, Proprietary Deal Flow, Lead Generation Engines, Aggregator & Roll-Up Strategy, Relationship Management, Market Intelligence.
- **Insurance Sector Expertise:** Medicare Advantage, Affordable Care Act (ACA), IULs, Supplemental Plans, Independent Agency Operations, CMS & State Compliance Monitoring.
- **Deal Execution & Negotiation:** C-Suite Pitching, Contract & Price Negotiation, Letter of Intent (LOI) Sourcing, Stakeholder Buy-In, Agency Valuations.
- **Post-Merger Integration:** High-Volume Recruitment Pipelines, Sales Force Automation, Asset Scaling, Remote Onboarding Frameworks, Quality Assurance & Compliance Auditing.

EDUCATION

Bachelor's Degree in Business
Focus: Sales & Marketing Strategy

M & A DEAL EXPERIENCE

Agency Roll-Ups & Buyouts

Proprietary deal flow across Medicare, ACA, Life & Supplemental lines; LOI sourcing, agency valuations & high-stakes price negotiation

WHAT YOU GET

- Proprietary deal flow
- Operational agency insight
- High-stakes negotiation
- Post-merger talent integration
- Compliance-first diligence

PROFESSIONAL EXPERIENCE

60+	\$10K-\$90K	20%	131
Agents sourced, onboarded & trained simultaneously for one agency in three weeks	High-ticket contract values negotiated	Origination team productivity boost	Enrollments in one week — 6x quota

Director of M&A Origination / Deal Sourcing

SPECIALIZED INSURANCE & HIGH-TICKET PLATFORMS · 2023 – PRESENT

LEADERSHIP

- **Proprietary Deal Flow:** Developed and leveraged an extensive nationwide network of independent agency principals, capturing off-market deal flow and identifying prime targets for strategic roll-ups, aggregations, and buyouts.
- **Target Valuation & Intelligence:** Analyzed distressed and transitioning independent agencies to evaluate compliance vulnerabilities, systemic market pressures, and operational bottlenecks, translating raw industry insights into an actionable acquisition pipeline.
- **Post-Acquisition Integration & Scale:** Architected and executed scaled recruitment pipelines to support platform growth post-buyout; successfully sourced, onboarded, and trained 60+ agents for an ACA/Medicare agency platform in Miami, alongside dedicated scaling initiatives for agencies in Tampa.
- **Risk Management & Compliance Diligence:** Directed quality assurance operations by auditing active sales calls, ensuring strict alignment with evolving CMS compliance metrics, and deploying corrective training frameworks to protect platform assets.
- **Sourcing Infrastructure:** Built custom CRM tracking workflows and tech stack integrations that increased visibility over target accounts, boosting remote origination team productivity by 20% while also increasing deal retention and limiting charge backs with a custom AI to answer common questions that clients would call back in for.

B2B Sales & Outbound Origination Lead

INDEPENDENT CONSULTING SPECIALIST · 2023 – 2024

- **C-Suite Outreach Execution:** Designed and managed automated B2B outbound engines utilized to bypass gatekeepers, pitching high-ticket consultancy services (\$10K–\$90K contract values) directly to corporate decision-makers and business owners.
- **Deal Structuring & Psychology:** Applied advanced negotiation models to convert highly resistant cold prospects into structured, closed contracts, optimizing early-stage pipeline velocity.
- **Automation Engineering:** Integrated custom AI-driven automated follow-up sequences and lead capture mechanics, establishing a repeatable playbook for localized market data scraping and partner qualification.

Elite Sales Representative

HIGH-VOLUME INSURANCE PLATFORM · 2018 – 2023

TOP PERFORMER

- **Top-Tier Performance:** Recognized as the #1 ranked agent out of a highly competitive field of several hundred representatives for 6 consecutive months.
- **Production Records:** Shattered regional production milestones, achieving 131 high-value enrollments within a single week to exceed baseline organizational quota by 6x.
- **Regulated Niche Mastery:** Managed full-cycle, high-volume consultative pipelines across heavily regulated insurance products (Medicare, ACA, IULs), consistently generating top-percentile volume through meticulous objection handling and strategic client retention.

PERFORMANCE PROOF — LEADERBOARD & AGENCY RECORDS

1. Jarrett, Justin - 107

2. Witkowski, John - 106

3. Doughtry, Damion + Azizi, Sara - 97

4. Dieudonne, Roy - 94

5. Jones, Stephan - 93

5. Siemiesz, Kendra - 92

7. Russ, Shana + Schalt, Logan + Orman, Jack - 90

8. Prickett, Taylor - 88

9. Bartholomew, Dalton - 87

10. Garcia, Jose - 86

Rank	Name	Daily	Weekly	Monthly	Quota
1	Gaines, Leeshel	6	27	125.5	100
2	Glidewell, Trina	6	15	66	100
3	Griffith, Eric	6	18.5	78.5	100
4	Jenniges, Ryan	6	16	97	100
5	Becker, Loren	5	13	51	100
6	Deters, Ashley	5	17	70	100
7	Jarrett, Justin	5	22	132	100
8	Mason, Penny	5	14	79	100
9	Russ, Shana	5	13	75	100
10	Sanchez, Alexander	5	19.5	81.5	100
11	Stott, Janis	5	16	67.5	100
12	Beamon, Kirsten	4	17.5	78.5	100
13	Berrios, Kevin	4	18	93	100
14	Doughtry, Damion	4	17	86	100
15	Fickmann, Nichole	4	18	89.5	100

1. Jarrett, Justin - 119

2. De Rose Cooper + Witkowski, John - 105

3. Azizi, Sara + Dieudonne, Roy - 101

4. Doughtry, Damion + Gehring, Darian - 99

5. Schalt, Logan - 98

6. Prickett, Taylor - 94

7. Gaines, Leeshel - 91

8. Hebert, Tyler - 90

9. Azizi, Mouad - 88

10. Bartholomew, Dalton - 85

Rank	Name	Daily	Weekly
1	Jarrett, Justin	9	38
2	McManus, Tyler	8	28
3	[REDACTED]	7	22
4	[REDACTED]	6	23
5	[REDACTED]	6	10
6	[REDACTED]	5	20
7	[REDACTED]	5	18
8	[REDACTED]	5	13
9	[REDACTED]	5	20.5
10	[REDACTED]	5	23.5
11	[REDACTED]	5	22
12	[REDACTED]	5	26

@channel I knew I forgot a note for the meeting this morning... we **beat the SEP per day enrollment record yesterday as an agency.** Awesome work everyone. It's great to see us continue to grow and thrive! Coupled with that, v (Daytona), had **two agents sell 10 plans** yesterday. That's an **"AEP RECORD"** in and of itself. No other office has done with. @David Thomas and @Justin Jarrett... Pure magic. fellas

Rank	Name	Daily
1	Jarrett, Justin	10
2	[REDACTED]	10
3	[REDACTED]	5
4	[REDACTED]	5
5	[REDACTED]	5
6	[REDACTED]	5
7	[REDACTED]	5
8	[REDACTED]	4.5

COO personally congratulated me after this 🤔🤔