

# John J. Pepe

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## Primary Business Address

P. O. Box 1591

Inverness, FL 34451-1591

Phone: 352-726-5255

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## Qualifications

I am a hard worker as well as an active community volunteer. Since I was 14 and a volunteer fireman with the Highlands fire department, I have always given back to my community. I worked as a partner in a radio repair business and worked at an apartment complex to help put myself through college. With college behind me, I was fortunate enough to start working at Bankers Life. I was given a phone book and told "go sell." I was able to sell because referrals became my best friend. I have continued developing my own marketing techniques despite all the changes in insurance. I found that helping others can be rewarding; in just the last three months I have been able to get over \$400,000 worth of medication as well as copays toward chemo for people that could not afford it. I visit 130 providers and retail establishments every month to market myself and my products. This allows me to establish and maintain profitable partnerships. I love networking with anyone. That, in part, is why I was a top producer for United Healthcare over the past 7 plus years I worked with them. I take pride in what I do professionally, but my most valuable accomplishment is my family.

## Work History

09/2007 to 04/2014 UnitedHealth Group Tampa, Florida

9/07-Present Independent Sales Representative

10/1982 to 10/1990 Bankers Life and Casualty Company Ocala, Florida

1/1985 - 3/1987 Managing Supervisor

10/1982—10/1990 Sales and Marketing

10/1982 to Present John Pepe Insurance Agency Inverness, Florida  
Owner and Marketer

08/1977 to 09/1982 Secret Agent Secret Service C.B. and radio repair Inverness, Florida  
Partner - Marketing, Sales, Service and Installation

## Education

08/1977 to 05/1980 Central Florida Community College A.S. / Business

08/1980 to 05/1982 University Of Central Florida B.A. / Marketing

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## References

Tony Sanchez Agent Manager. United Health Group 352-212-6092

Paul Ericson Area Director. United Health Group 813-890-4540

## Awards Received

2013 Sales Excellence Award UnitedHealthcare

## Interests and Activities

Helping People find resources to meet those needs, watching sports and I love building things the latest is a home office.

## Hobbies

Volunteering, playing golf, putting computers together & networking, doing anything with my family.

## Volunteer Experience

Board of Directors Citrus United Basket, Honor Flight, Inverness United Methodist Church Trustee, Sunday School teacher children and high school, small group at our house, Citrus County Ag Alliance, provide water for Citrus High School parent and grads, past VP Citrus County Insurance Professionals, Member Inverness Code Enforcement board, excahnge student parent. Upon request many others are available.

## Computer Skills

Microsoft Excel, Word, Outlook, Publisher. Several different CRM's. Facebook, twitter, other social media.

## Licenses and Certificates

10/1982 to 12-2015      State of Florida 216, 218 Life and Health

Florida Drivers License