

# BRANDFACE®

CLIENT SPOTLIGHT

Insurance Agents &  
**AGENCY OWNERS**

How to  
CREATE.  
CAPTIVATE.  
COMMUNICATE.



AGENTS  
GROWTH  
ACADEMY

**JIM SCHUBERT**  
Southern States Insurance

# WHY JIM BECAME A **BRANDFACE**<sup>®</sup>

## BRANDFACE<sup>®</sup> *Reviews*

“I’ve received two 5-figure sponsorships for the podcast recently.”

-Jim Schubert



[CLICK IMAGE WATCH BRIEF VIDEO](#)  
Jim describes his BrandFace journey

## CHALLENGES / GOALS:

- Needed to get clarity on everything he was doing, not just for the rest of the world, but for himself
- Needed to build the podcast brand and attract sponsors for it
- Needed to position them to recruit ideal agents consistently
- Needed to work his passion for photography into his brand
- Needed a brand that would attract 4 types of prospects to all facets of his business

## OUTCOME:

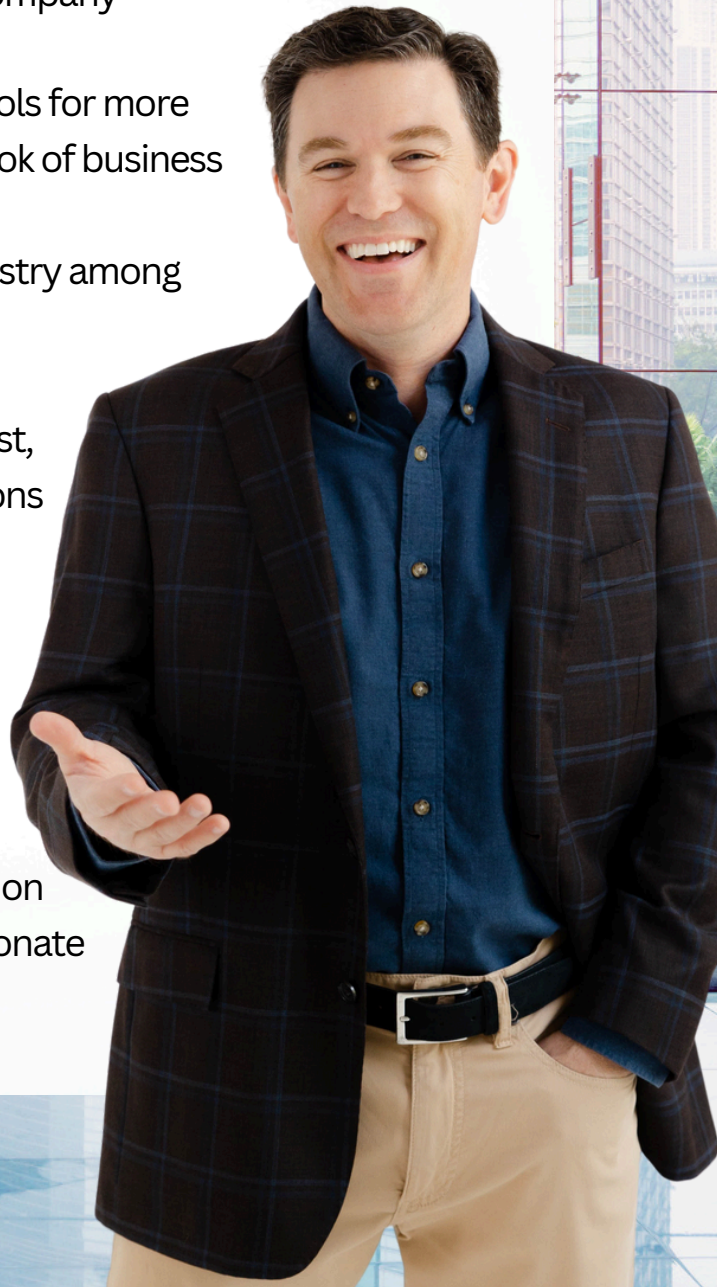
- “I’ve received two 5-figure sponsorships for the podcast recently.”
- “It helped me more clearly define what I offer and how I offer it to others. Everything has more clarity now.”
- “The ideas were like, WOW, why didn’t I think of that?”
- “I began to understand my own brand better and felt like I was more in charge of that.”

THE JOURNEY

# JIM'S HIGHLIGHTS

I teach insurance agents and agency owners how to **create** their vision, **captivate** their audience, and **communicate** with clarity so they can build the business and life they desire.

- Inspires agency owners to create, captivate, and communicate with ease so they can build a world class company
- Teaches technology strategies, tips, and tools for more efficient and purposeful ways to build a book of business
- Respected influencer in the insurance industry among entrepreneurs and agents
- Creator of Agents Growth Academy podcast, focused on branding, marketing, & operations for the industry
- Entrepreneur whose endeavors include an insurance company, premium finance company, and photography business
- Vision-inspired communicator whose mission is to create a more cohesive and compassionate world



# JIM'S STORY

“View is what you’re looking at. Vision is your ability to see beyond it.” That statement describes exactly how Jim Schubert sees the world. He is a visionary who excels at putting his ideas into creative work, while communicating them in a way that captivates. His mission is to inspire better ways to communicate so we can all live in a more cohesive and compassionate world. From a young age, Jim had dreams of becoming a teacher. He double majored in Secondary Education and English, as well as earning his Master of Education in Higher Education Administration from Boston College. In 1999, he began teaching high school English classes. This experience of teaching students took his understanding of human nature to another level. He learned to listen intently, and communicate with compassion. Though he grew and learned in that space himself, a year into teaching, he made a decision to join the family insurance business that he now operates. That’s when he realized that those principles he learned as a teacher could be extended to professionals surprisingly easy and with massive success. What truly solidified this resolve was his first ‘state of the company’ address to his agents. He felt he was finally leading an entire company by creating a vision and captivating his audience through clear communication. That’s actually how he became known for his mantra, ‘Create. Captivate. Communicate’.

Today, Jim is a respected influencer and inspirational speaker in the insurance industry among both entrepreneurs and agents. He inspires agency owners to create, captivate, and communicate with ease so they can build a world class company. He’s the creator and host of the Agents Growth Academy podcast, where he teaches technology strategies, tips and tools for more efficient and purposeful ways to build business. His entrepreneurial endeavors include an insurance company, an in-house financing company, and a landscape photography business. He’s also been called a vision-inspired communicator, and his mission is to create a more cohesive and compassionate world by helping others become better communicators.



# CONTACT JIM



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Create. Captivate. Communicate.



[Connect on LinkedIn](#)



[AgentsGrowthAcademy.com](https://AgentsGrowthAcademy.com)



[Listen to the  
Agents Growth Academy  
Podcast](#)



**SSI** SOUTHERN  
STATES  
INSURANCE®

# WHO WE ARE

COACHES, CONSULTANTS & EXPERTS HIRE US TO BUILD A PROFITABLE PERSONAL BRAND  
SO THEY CAN 'CHANGE HOW THEY'RE SEEN & CHARGE WHAT THEY'RE WORTH'

BRANDFACE

## Tonya Eberhart (Founder) & Michael Carr (COO)

- Creators of the most comprehensive personal brand building system across the globe
- Known for packaging and presenting authentic brands that turn purpose into profit
- Specializing in Coaches, Consultants & Experts who deserve to charge what they're worth
- Bestselling authors on personal branding and hosts of the Be BOLD Branding podcast
- Appeared 250+ times as expert guests and authorities on the subject of personal branding
- Recognized for their Define, Develop & Display formula for profitable personal branding

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