



Geo Jones

Agent Resource Specialist at
Senior Marketing Specialist

Geo began his career as an agent and quickly built his book of business up through a proven sales approach putting the client needs first. Geo in time transitioned to doing sales training and coaching, training a team of agents that sold \$11.5M in annual premium of products in a single year of business. Today, between actively selling, Geo spends his time training agents how to improve their systems and processes to close more appointments and insure the clients have the coverage they need.

■ ■ **2026 Ancillary Lines**
■ **C & Medicare Supplement Expo**

