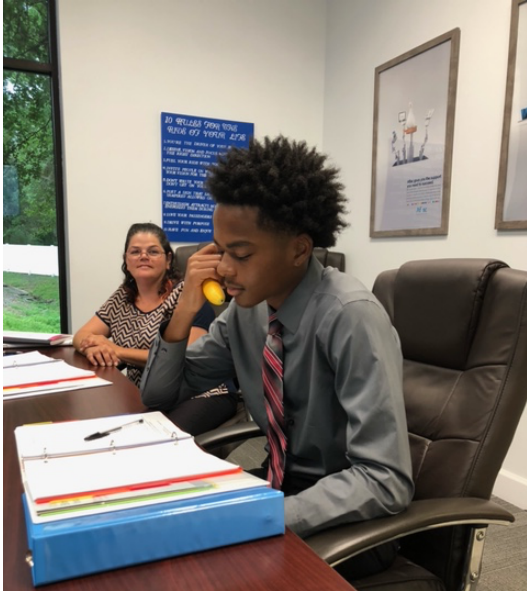


## Alexander Miller, 12<sup>th</sup> grader Paxon School for Advanced Studies



As a 2021 Award Recipient, I was given the opportunity to work at Aflac and shadow regional manager, Ryan Shaydel, as well as a few sales associates.

I learned a lot about what Aflac is (a supplemental insurance company) and details of how the company operates. I learned the entire process of how Aflac attracts and maintains their client base. Some specific things I learned include: how to run effective meetings, how to listen and interact with customers and the importance of having a vision and goals. I also learned why it's important to have 'hard' conversations and why Aflac does them a certain way. Additionally, I contacted potential clients, presented information about Aflac and shared the importance of purchasing an

Aflac policy. I also called businesses to schedule appointments and set up insurance plans. One of the hardest parts of the job was calling people who had no knowledge of Aflac. I had to provide information in a manner that held their attention then I had to convince them to participate in a meeting. Working at Aflac allowed me to gain essential skills that are definitely needed in order to be a successful businessman. I learned how to effectively deal with people, how to dress appropriately in a business setting and the importance of arriving to work and to meetings on time.

Participating in the AnnieRuth Foundation's Summer Internship Program was a wonderful experience; it gave me an opportunity to learn that the most important role of a business manager is to take care of their team of employees. The experience also gave me an opportunity to evaluate whether my current interest of pursuing a career in the field of business is something that I really want to do.