

## Farm Bureau's full-time agent has childhood roots in Farnam

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Growing up 19 miles south of Gothenburg in Farnam, Eric Vickers has been familiar with the area but found his profession as an insurance salesman through jobs while in college.

“I sort of fell into it and started selling,” Vickers said. “I was influenced to get my license from there.”

Vickers, owner of Gothenburg's Farm Bureau Financial Services Agency, took over Nov. 1 and is the first full-time agent his clients have had in nearly three years.

“I have a lot of clients who didn't know who their insurance agent was,” Vickers said.

His goal working in Gothenburg is simply to grow the business and provide a face for his clients, he said.

Vickers said Farm Bureau is a multi-line insurer meaning clients come to Vickers for property, casualty, farm and ranch, and health and commercial coverage.

In addition, Vickers said getting his life and health insurance license along with his property and casualty license took about a month.

While attending school, Vickers gained insurance sales experience at New York Life Insurance of Kearney from 2009 to 2013 and at Aflac until the Gothenburg position opened up.

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He said the position here is where he likes to be.

"I am perfectly content working in Gothenburg," Vickers said. "I wanted to get back out west anyways."

Farm Bureau's office hours are Monday through Thursday, 9 a.m. to 5 p.m. and Friday 9 a.m. to 4 p.m.

Weekends are also open by appointment.

In addition to selling insurance, he is enrolled at University Nebraska-Kearney with a major in business administration and a minor in management, marketing and economics

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