

# Brad Banks

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## Professional Experience

**Financial Architects,** Des Moines, IA

2014-2015

### Insurance Consultant

- assist clients and future clients in evaluating their financial goals and developing effective, customized strategies to help make those goals a reality.
- developed relationships with existing clients and form relationships with new ones, worked to ensure that they have the strategies in place to help them achieve their long-term financial objectives.

**Bernie Lowe & Associates,** Des Moines, IA

2015-2016

### Business Development Executive

- focused efforts on developing new business.
- provide the highest quality service and insurance products the industry has to offer to large and small group companies.
- focus on cost containment provide many soft-cost savings to the employer, in addition to relaying immediate hard-cost savings through meaningful short-term and long-term cost targets.

**Mass Mutual,** Des Moines, IA

2015-2016

### Insurance Broker

- help families and businesses with their specific insurance needs.
- Provide products and services that are designed for individuals and families as well as for businesses and their employees. Northwestern Mutual, Milwaukee, WI

**Northwestern Mutual,** Milwaukee, WI

2017-2017

- help individuals and families with life insurance planning.

**Brad Banks and Associates LLC,** Aurora, IL

2017-present

- specialize in helping companies and individuals come up with a customize plan life and health insurance plans.
- analyze potential client requirements and prepare comprehensive plans that meet individual insurance needs and financial goals.
- advised current and potential clients on life, health, property, and casualty insurance benefits and options designed to provide personal and property protection in unforeseen circumstances.

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## Other Experience

**Brad Banks Football Camp,** Iowa City, IA

2010 – 2012

- Held pre-organizational meetings with the staff to instruct them as to the requirements for Camp organization.
- Coordinated publicity and promotion of the camp, sought donations from local businesses
- Developed curriculum for various aged campers that would help build their speed and agility.

**Independent Contractor,** Des Moines, IA

2009-2013

- Assist by telephone and email in the process of obtaining players for IFA to represent and also to interact with existing clients.
- Participated as needed in on-site meetings including in-home visits with prospective clients.

- Utilized sports contacts to assist in the process of attempting to identify a player's ability and potential value/draft status.
- Participated in the process of helping players to understand how to be professionals in accordance with IFA's vision of empowering players in the facets that encompass an athlete's life—including helping to teach players about responsibility, maturity, hard work, accountability, leadership, community involvement and the importance of making good decisions.

## Professional Football Player

Iowa Barnstormers – Quarterback, Des Moines, IA	2003 – 2011
Montreal Alouettes – Quarterback, Montreal, Quebec	2011
Winnipeg Blue Bombers – Quarterback, Winnipeg, Manitoba	2007 – 2009
Ottawa Renegades – Quarterback, Ottawa, Ontario	2006 – 2007
Washington Redskins – Quarterback, Landover, MD	2004 – 2006
	2003 - 2004

## Skills and Responsibilities

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|---------------------------|------------------------------------|------------------------------|
| • Play preparation        | • Adapting to new procedures       | • Planning meetings/events   |
| • Offensive play calling  | • Coaching people                  | • Public speaking            |
| • Problem solving         | • Compiling data                   | • Raising funds              |
| • Team organization       | • Delegating tasks                 | • Remaining calm in a crisis |
| • Relationship management | • Enforcing rules and policy       | • Setting goals              |
| • Organizational skills   | • Making sacrifices to reach goals | • Relating to people         |
| • Leading a team          |                                    | • Visualizing                |

## College Football Awards

**Heisman Trophy Candidate** (*2<sup>nd</sup> Place, 2002*)  
**Davey O'Brien Award** (*Nation's best Quarterback, 2002*)  
**AP College Football Player of the Year** (*2002*)  
**Big Ten Conference Offensive Player of the Year** (*2002*)  
**First Team All-Big Ten** (*2002*) **Walter Camp Foundation First Team All American** (*2002*)  
**Walter Camp Foundation Player of the Year** (*finalist, 2002*)  
**Sporting News 2<sup>nd</sup> Team All-American** (*2002*)  
**CNN.com 2<sup>nd</sup> Team All-American** (*2002*)  
**Chicago Tribune Silver Football Award as Big Ten MVP** (*2002*)  
**Maxwell Award** (*Finalist, 2002*)  
**Big Ten Player of the Week** (*vs. Northwestern, 2002*)  
**Big Ten Co-Offensive Player of the Week** (*vs. Michigan & Penn State, 2002*)  
**Selected to East/West Shrine Game and Hula Bowl** (*2002*)

## Education

B.A. in Sports Management, University of Iowa, Iowa City, IA

A.A, Hinds Community College, Raymond, MS