

Good Company: New England Financial of Michigan, a MetLife Company

2011 Top Workplace: Hiring the Best, Retaining the Best

“Our goal is simple: To make a difference in metro Detroit by helping to change the way people think about protecting, preserving and distributing their wealth through sound financial advice.” – Mike Amine

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What does it take to be recognized as an outstanding workplace? Excellence in many areas and not losing sight of why you are in business, says Mike Amine, managing partner of New England Financial of Michigan,

a MetLife Company, with offices in Southfield and Grand Rapids. Amine knows from experience: New England Financial recently was named to the Detroit Free Press Top Workplaces for 2011, an honor the company also received in 2009.

Part of the reason for the company's success is a shared mission among its financial representatives and staff, Amine says.

“Our goal is simple: To make a difference in metro Detroit by helping to change the way people think about protecting, preserving and distributing their wealth through sound financial advice. Our unified vision is serving the client first and always,” says Amine, adding the firm would not be where it is today without continued partnership from its valued clients.

Being named a Top Workplace is recognition of the company's commitments, goals and values. How does a company that's been serving clients in Michigan since 1846 stay on top? Here, according to Amine, are key reasons New England Financial is a great place to work and do business with:

1 Continued growth and success. The firm was able to attain a 6 percent growth rate in 2010 and currently maintains an 8 percent growth rate in 2011, despite the economic climate, Amine says. The firm also was a 2010

Leaders Conference Agency, a prestigious award granted to the top agencies in the New England Financial/MetLife enterprise.

2 Top financial representatives and staff. The company prides itself on hiring and retaining hardworking, dedicated, successful professionals with a client-centric focus, Amine says.

3 A collaborative working environment. Strong organizational structure and support is a must for success, according to Amine.

4 Strong employee retention. This is a direct result of the firm's structure and support. “In addition, we have created a culture of referrals – there's no better way to enhance the culture of a firm than with high-quality employees referring high-quality candidates,” says Amine, adding the company offers recruiting sponsorship programs with financial incentives and rewards to encourage internal recruiting.

5 Creating jobs. The firm takes a personal interest in contributing to the Michigan economy through growth, Amine says. “As a result of our agency's success over the last five years, we have been able to provide career opportunities to



The staff and financial representatives of New England Financial of Michigan, a MetLife Company, The firm, which has offices in Southfield and Grand Rapids, was named a Detroit Free Press Top Workplace for 2011.

Job Opening: Become a Financial Representative

a downsizing economy.”

The company prides itself in a collaborative working environment, which includes a formalized team-selling business model, mentorship opportunities and career transition assistance. The motto: “In business for yourself but not by yourself.”

“Within this role, financial representatives are entrepreneurs and run their own business – they have unlimited potential to maximize their billable hours,” Amine says. “We provide our financial representatives with autonomy and flexibility, along with an infrastructure, resources and support to help them develop their practice.”

Potential advisers should have entrepreneurial vision, the desire to help others and make a difference in people's lives, and be hard

New England Financial of Michigan, a MetLife company, has been named one of the Top Workplaces by the Detroit Free Press for 2011. For those interested in a career with the company as a financial representative, there's good news: The firm is hiring for the position at its offices in Southfield and Grand Rapids.

The company values its financial representatives, who play a vital role with the firm, says Mike Amine, managing partner.

“Our financial representatives' individual growth and success has a direct impact on our firm's overall success,” Amine says.

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working and goal-oriented, Amine adds.

“We hire individuals from all different backgrounds and work diligently with those individuals who wish to make a career transition to provide them with the support and resources needed to establish and build their practice,” he says.