

1.0

✓

Former Employee, less than 1 year

Please read reviews - stay far away

Apr 17, 2023 - Customer Services Representative - SDA in Phoenix, AZ

✗ Recommend

✗ CEO Approval

✗ Business Outlook

Pros

The job is fully remote

Cons

Dialer that does not stop all day (600-700 calls) full of mislead senior citizens trying to get them to complete a "medicare review" by transferring them to a licensed agent who is really trying to sell them a brand new plan. The atte

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Former Employee, less than 1 year

Low Pay, Low Morale, Low Ethics

Apr 13, 2023 - Sales Development Associate in Overland Park, KS

✗ Recommend

✗ CEO Approval

✗ Business Outlook

Pros

I don't have any pros

Cons

No meetings with team for positivity and morale Pay so low you can't afford benefits Multiple calls to seniors in one day Have to hide be-

hind names that are not SelectQuote Do Not Call disposition doesn't appear to work

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Current Employee, less than 1 year

Remote Sales

Apr 12, 2023 - Sales

✗ Recommend

🕒 CEO Approval

✗ Business Outlook

Pros

Its Real and it is Remote

Cons

SelectQuote calls the same person over and over and get them to switch to a different Medicare Advantage Plan as many times as possi-

ble. which will screw up their docs and meds and cause serious medical problems for people. If y

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Former Employee, more than 1 year

Bad place to work

Apr 10, 2023 - Sales Agent in Overland Park, KS

✗ Recommend

✗ CEO Approval

✗ Business Outlook

Pros

Benefits are good but that's about it.

Cons

No job security, the pay isn't what they make it out to be, they don't really care about actually helping the clients only about greed, and they have competitive performance plans and metrics that they change on the regular to make i

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SelectQuote Response

Thank you for sharing your honest feedback with us. We are sorry to hear about your poor experience with us. Our sales environment is highly competitive and dynamic, and SelectQuote strives to prepare employees for that reality. d

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Former Employee, more than 1 year

Do not recommend

Apr 5, 2023 - Retention Specialist in Indianapolis, IN

✗ Recommend

🕒 CEO Approval

🕒 Business Outlook

Pros

Work from home and they provide equipment

Cons

Micromanage, impossible goals, very unethical, no job security, no work/life balance, everything about this job is negative, they will let you go with no heads up but the entire time tell you that you are doing great.

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SelectQuote Response

Thank you for sharing your feedback with us. We are very sorry to hear that you've had a poor experience with SelectQuote. Please know, we are constantly looking to provide our Associates with a positive work environment and

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Former Employee, less than 1 year

No way

Apr 4, 2023 - Medicare Sales Representative

✗ Recommend

🕒 CEO Approval

✗ Business Outlook

Pros

not sure maybe the money potential but it's not worth it

Cons

the micromanaging is ridiculous. A whole new level

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SelectQuote Response

Thank you for providing your feedback. We are sorry to hear that your experience was not satisfactory. Please know, we do take your thoughts very seriously and will continue to look for opportunities to improve our management. }

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Former Employee, more than 1 year

Amazing... At First

Mar 30, 2023 - Medicare Sales Representative in Centennial, CO

✗ Recommend

✗ CEO Approval

✗ Business Outlook

Pros

Before they went public in summer of 2020, SQ was the bast company I had worked for in 20 years very employee/customer-centric

Cons

... and after 7/2020, they were the exact opposite... they became stockholder-centric... they slashed our comp by 35% while expecting more production... it was extremely insulting Side note: their stock went from a high of \$33 per

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Former Employee, less than 1 year

Stay Away

Mar 13, 2023 - Insurance Agent in Rutherfrd Col, NC

✗ Recommend

✗ CEO Approval

✗ Business Outlook

Pros

Friendly employees and easy to manage systems.

Cons

They have favorites and they are not equal spreading leads

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SelectQuote Response

Thank you for your honest feedback. We are sorry to hear that you have had an unsatisfactory experience with SelectQuote. Our company strives to make our associates aware of the highly competitive and dynamic sales environm

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Current Employee, more than 1 year

My demotion story

Mar 8, 2023 - in Overland Park, KS

✗ Recommend

🟠 CEO Approval

🟠 Business Outlook

Pros

The people are great and truly care about doing the right thing for the clients.

Cons

I was recently demoted, here's my story. My manager chose not to do the right thing by standing up for me, which just makes me feel dis-

gusted w/ this company and management's extreme actions in the way they chose to handle this

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Former Employee, less than 1 year

The place is a scam

Mar 3, 2023 - Medicare Sales Agent in Baltimore, MD

🕒 Recommend

🕒 CEO Approval

🕒 Business Outlook

Pros

There are no pros for this company

Cons

Too many to list honestly a bunch of scammers

Be the first to find this review helpful

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