



JEFF HANSEN

BUSINESS DEVELOPMENT

Direct: 320-293-8095

Office: (320) 525-3242

jeff@evolutionresorts.com

License #40951472

"You can have everything in life you want, if you will just help enough people get what they want." Zig Ziglar

MEET YOUR TEAM

Jeff's journey to Evolution Resort Real Estate is built on a 36-year track record of building profitable, sustaining, high net worth businesses and people. Succeeding through helping others is one of his greatest gifts and most significant passions. He lives with a commitment to lifelong learning and personal growth.

Jeff began his work life with a full scholarship in electrical engineering, and soon realized that helping others succeed was his passion and where he wanted his career path to go. At 20 years old he borrowed the money to get licensed in insurance, starting in sales as one of the youngest hired at the fortune 500 company he joined. At the age of 32 he was honored on Manchester's "Who's Who of Self-Made Millionaires." Throughout his life he has coached a substantial number of people who have also become self-made millionaires. In 2011, Jeff achieved the distinguished "Chartered Leadership Fellow" from The American College, in Bryn Mawr, PA.

Jeff's work ethic and determination are rooted from being raised on at 4th generation family farm, that he still owns. Jeff learned hard work, perseverance, and determination and this has paved his success, where many times over he has taken on inefficient businesses and built them into highly profitable sustaining companies. For decades he was a real estate investor and developer in residential, land and commercial properties. Now he is serving buyers and sellers as a Realtor® to support their dreams and goals of ownership.

During his career he understood the power of human capital and experienced rapid success and growth. In less than 12 months he was promoted into a leadership role responsible for recruiting, developing, and training a sales team as the District Sales Manager. This is where he began to apply his engineering mind to building people, models, and systems for extreme success. During this time Jeff also founded and co-owned a lead generation business to serve insurance professionals that created efficiency in the sales process. After The results of Jeff's success promoted him to Regional Coordinator, quadrupling the size of his territory and team. In four short years another promotion took Jeff to an undeveloped Wisconsin market covering Milwaukee to Green Bay. Within a couple of years his territory was a mega-million dollar producing operation. *(continued on pg# 2)*

This was the start of competing nationally, year after year in overall growth of agents, sales production, and business development. His last year in Wisconsin he hit the milestone of recruiting 100+ sales agents in one year which led to him joining the top 1% of all regional coordinators nationwide. Jeff's ability to inspire and lead people to work together as a team to achieve greatness beyond what most could believe was possible and was multiplying.

In 2000, to the shock of his peers, he left the incredible business he had built to take on a rural market in northern Minnesota, which was the least producing region of the Midwest territory. Another 100 new sales reps were added in year one and it propelled his region to the number one producing region in Minnesota and into the top 10 regions in the Midwest territory. Extreme growth and business retention continued, and Jeff became the #1 one Regional Coordinator in the entire United States out of 500+ regions, with over 200% sales growth.

Shortly thereafter he was promoted to Market Director position overseeing 5 regional coordinators, 18 district coordinators and over 450 producing broker/career agents. This expanded his leadership influence at a much larger scale and impacted the lives of many. After 25 years as an independent 1099 entrepreneur, he moved into a W2, VP level role. He traveled nationally as keynote speaker, coach and mentor duplicating his track record of success with 100's of regions and markets. After 30 years he retired to pursue other business interests.

Throughout his insurance career he also built wealth over the last 18 years, by pursuing real estate investing with commercial real estate and land acquisitions. In addition, he was a co-owner of a precious metals business, where he created and designed a multi-market expansion and growth plan that tripled sales. During this time Jeff also built a start-up company in the IRA gold business, assisting people with preserving wealth, utilizing precious metals.

In all the success he has experienced, the leadership work closest to his heart are the many non-profit boards, executive finance committee positions, and his international missions work. The mission work that had the greatest impact on Jeff was taking several trips to the poorest region in Haiti, where he taught leadership, business development and micro business entrepreneurship. He currently utilizes his speaking, leadership development and coaching skills as a Certified John Maxwell Leadership Coach and Trainer working with business leaders, individuals and non-profit organizations.

