Tyler Jack Harris

The Tarr Agency || Chief Growth Officer

LIFEgoals || Performance Coach

Tyler borrowed the money from a friend to get his insurance license back in the fall of 2013. He partnered with a new boutique agency that was creating a system to target life insurance to a very narrow niche. The company wrote 13,000 policies that year with 100 agents across the country. They gave Tyler a small territory 3.5hrs from home and told him to go run the 4min mile to show people what was possible. He did. He personally wrote 2,800 life insurance policies that first year and went on to write over 8,000 policies during his first 3.5yrs in the industry. Those were individual policies sold one-on-one, face to face, requiring 16+hr days and over 200 nights per year on the road. Tyler quickly moved from new agent to state, regional, and national sales director, ultimately becoming part owner of the company. That’s when Tyler’s focus transitioned to recruiting and training agents across the country as the Chief Development Officer for the next 3yrs. He developed his own coaching system that challenges ALL areas of life, giving people a new perspective on balance and the clarity to go all-in. Over the next 3yrs, his clients increased their production by 36.7% per year (an extra $100-125k commission for those agents) and created countless stories of health and fitness transformations, victories over addiction and restored marriages. Tyler’s company grew from 100 agents writing 13,000 policies to 50 lethal agents writing 56,000 policies per year.

Going from dead broke to successful business owner scaling an 8 figure business in 4yrs, Tyler felt led to start documenting his life in 2017 as a way to pay it forward. Having been given another shot at life, he wanted to be able to reach those just like him- people that had greatness inside of them, waiting to be unleashed. Tyler built his personal brand to a weekly reach as high as 49 million through his 4 podcasts, daily and weekly vlogs, book and over 30,000 pieces of content online. He takes pride in the fact that for the first 5yrs Tyler never asked for or received a single penny from anyone on social media. Leveraging his authenticity and non-monetized value proposition, Tyler turned his influence into 1,600 applications per month to come work with him.

Tyler began to hear about Quility Insurance in March of 2020. He recognized a unique combo of tech and equity play, pre-triggering event and an opportunity to scale a much larger business in a virtual world. Tyler made the decision in August 2020 to partner with Equity Partner and Advisory Board Member, Ashley Tarr, as the Chief Growth Officer. Her name changed to Ashley Harris in May of 2022 and together they lead a team of 600+ agents nationwide. After honoring his commitment and not monetizing his social media for 5yrs, Tyler finally opened up his coaching to the public this year. He also launched 6minapps.com this year, leveraging new technology to offer the most competitive rates for term life coverage. From start to policy in your inbox in 6-10mins.

Tyler lives in Nashville, TN where he has the most important jobs of all- being a full-time dad to his beautiful 5yr old girl, Arden, and a full-time new husband to his amazing wife, Ashley.

