

CAREER PATHWAY: INSURANCE AGENT



What do they do? Sell life, property, casualty, health, automotive, or other types of insurance. May refer clients to independent brokers, work as independent broker, or be employed by an insurance company.

People with these roles and responsibilities are also called: Insurance Agent, Agent, Sales Agent, Insurance Broker, Account Executive, Producer, Sales Representative, Insurance Sales Agent, Account Manager, Underwriting Sales Representative

Some typical job duties include:

- Seek out new clients and develop clientele by networking to find new customers and generate lists of prospective clients.
- Interview prospective clients to obtain data about their financial resources and needs, the physical condition of the person or property to be insured, and to discuss any existing coverage.
- Explain features, advantages and disadvantages of various policies to promote sale of insurance plans.
- Call on policyholders to deliver and explain policy, to analyze insurance program and suggest additions or changes, or to change beneficiaries.



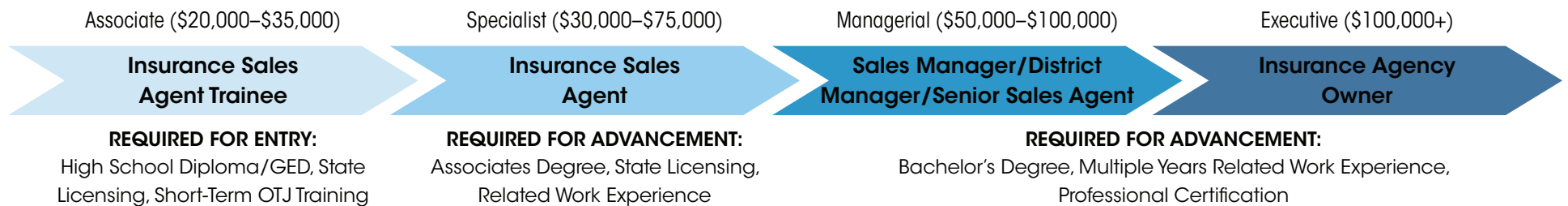
HOW MUCH DO THESE JOBS PAY IN OHIO?

AVERAGE:
\$46,540

MOST IMPORTANT OCCUPATIONAL SKILLS

- Basic Skills:** Reading Comprehension, Active Listening, Writing
- Social Skills:** Persuasion, Negotiation, Service Orientation
- Problem Solving Skills:** Complex Problem Solving
- Technical Skills:** Operations Analysis, Operation Monitoring
- System Skills:** Judgment and Decision Making, Systems Analysis, Systems Evaluation
- Resource Management Skills:** Time Management, Management of Personnel Resources, Management of Material Resources

CAREER PATHWAY AND EDUCATIONAL REQUIREMENTS



CERTIFICATIONS THAT CAN HELP YOU ADVANCE: Accredited Advisor in Insurance (AAI)
American Institute for CPCU and Insurance Institute of America

Certified Professional Insurance Agent
American Insurance Marketing and Sales Society

Chartered Property Casualty Underwriter CPCU
American Institute for CPCU and Insurance Institute of America

Certified Risk Manager (CRM)
The National Alliance for Insurance Education and Research