

# 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

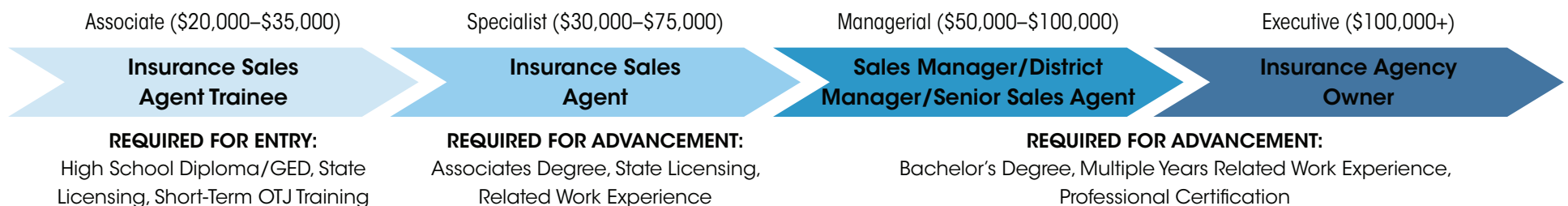
**Problem Solving Skills:** Complex Problem Solving

**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*