Insurance can be found everywhere you go. Working in insurance means assisting companies and individuals in guarding themselves against loss and liabilities, which is why risk management is a large component of the insurance industry. As an insurance professional, you will guide customers in identifying the type and level of insurance necessary then help them make decisions on the correct policy to select. This requires a strong skill set in quantitative analysis, but since you are dealing with customers and clients, having strong interpersonal and communication skills is also imperative.

Insurance careers can span a wide variety of areas including actuaries, agents and brokers, claims adjusters, service representatives, and underwriters. Insurance is a service everyone needs, so there is a high potential for growth and professional development within the industry. Pursuing a career in insurance is a great way to make an impact and assist customers during their time of need.

**Average Salary & Trajectory**

<table>
<thead>
<tr>
<th>Entry-Level</th>
<th>Mid-Level</th>
<th>Executive-Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>$38,000 annually</td>
<td>$67,000 annually</td>
<td>$97,000 annually</td>
</tr>
</tbody>
</table>

- Insurance Claims Clerk
- Underwriter
- Loss Control Specialist
- Insurance Sales Agent
- Actuary
- Claims Adjuster
- Insurance Appraiser
- Insurance Adjusters, Examiners, and Investigators
- Claim Technician
- Insurance Accounting Manager
- Chief Risk Officer
- Underwriting Manager
- Risk Management Director
- Senior Risk Analyst
- Actuary

**Learn More With O*Net**

Visit O*Net OnLine to explore the sample roles in insurance and risk management. The database provides career exploration tools to the public at no cost and is continually updated by surveying a broad range of workers from each occupation. Learn about the knowledge, skills, tasks, and activities required for each occupation, as well as median wages and employment trends reported by the Bureau of Labor Statistics and other federal agencies.

**01** Visit O*Net OnLine at www.onetonline.org

**02** Refer to the sample job titles listed in the “O*Net Keywords” section below

**03** Enter phrase into O*Net’s “Occupation Search” to explore sample roles

**O*Net Keywords:**
- Sales Agent
- Claim Examiner
- Policy Processing
- Insurance

**Roles:**
- Insurance Analyst
- Financial Advisor
- Insurance Claims Clerk
- Insurance Sales Agent

*Note: Salaries are highly dependent on location, company type, and candidate experience/education. For the purposes of this guide we are providing average starting salaries as determined by the National Association of Colleges and Employers (NACE), overall average salaries as determined by the U.S Bureau of Labor Statistics (BLS), as well as supplemental information found from various industry-specific sources.
Finance - Insurance and Risk Management

Skills/Experience Suggested:
- Written and verbal communication skill to effectively and professionally negotiate
- Good interpersonal and communication skills. Ability to effectively interact with all levels of business partners
- Ability to exercise independent judgement and make sound business decisions effectively
- Ability to be resourceful and proactive in dealing with issues
- Ability to negotiate and settle claims effectively

Professional Certifications:
- Certified Insurance Counselors Program
- Certified Risk Managers Program
- Commercial Finance Association
- Chartered Property Casualty Underwriter (CPCU)

Professional Associations:
- International Association of Insurance Professionals
- National Association of Insurance and Financial Advisors
- National Association of Professional Agents
- Society of Actuaries

Advanced Degrees:
- Master of Finance, Risk Management and Insurance Specialization
- Master of Science in Insurance Management

Campus Resources:
- Center for Insurance Studies (SGMH 4280)
- Gamma Iota Sigma
- Finance Association

Industry Research & Tools:
- Investopedia.com/university/insurance/insurance1.asp
- Investopedia.com/articles/Careeroverview.com/insurance-careers.html
- Vault.com—accessible through your Student Portal

Job & Internship Search Sites:
- Usajobs.gov
- Monster.com/jobs/search/?q=insurance
- Looksharp.com
- Indeed.com
- LinkedIn.com
- Vault.com—accessible through your Student Portal

Employers Hiring Mihaylo Graduates:
- State Farm
- New York Life
- BB&T Insurance Services
- Marsh & McLennan Companies
- Northwestern Mutual
- Western Mutual Insurance Group

About this guide: This resource guide is intended to provide an introduction to the industry and relay a sampling of the resources available to candidates. It is by no means comprehensive, nor intended to replace individual research based on specific job targets and/or recommendations from an advisor.