



## CAREER PROFILES

### Insurance Agents and Brokers:

**Insurance Agents and Brokers** sell life, automobile, property, health, and other types of insurance to individuals, businesses, and public institutions. They may work under contracts with individual insurance companies or are self-employed.

### Wage/Salary Information:

\$69,250 is the starting annual salary commonly found in local job-postings.

\$20.36/hour is the median wage reported locally.

### Commonly Listed Skills in Job Postings:

- Marketing
- Oral and written communication
- Sales experience
- Organizational skills
- Self-motivated
- Customer service oriented
- Detail oriented
- Microsoft Office
- Bilingual
- Problem solving
- Teamwork
- Negotiation
- Work independently
- Time management
- Management
- Presentation
- Creativity
- Multitasking
- Interpersonal
- Analytical

### Job Duties:

Insurance Agents and Brokers sell automobile, fire, health, life, property, marine, aircraft, and other types of insurance to clients. Insurance agents and brokers establish client insurance coverage, calculate premiums and establish method of payment. They provide information concerning group and individual insurance packages, the range of risk coverage, benefits paid, and other policy features and ensure appropriate forms, medical examinations and other policy

requirements are completed. Insurance Agents and Brokers also monitor insurance claims and respond to clients' enquiries and identify and solicit potential clientele.

### Working Conditions:

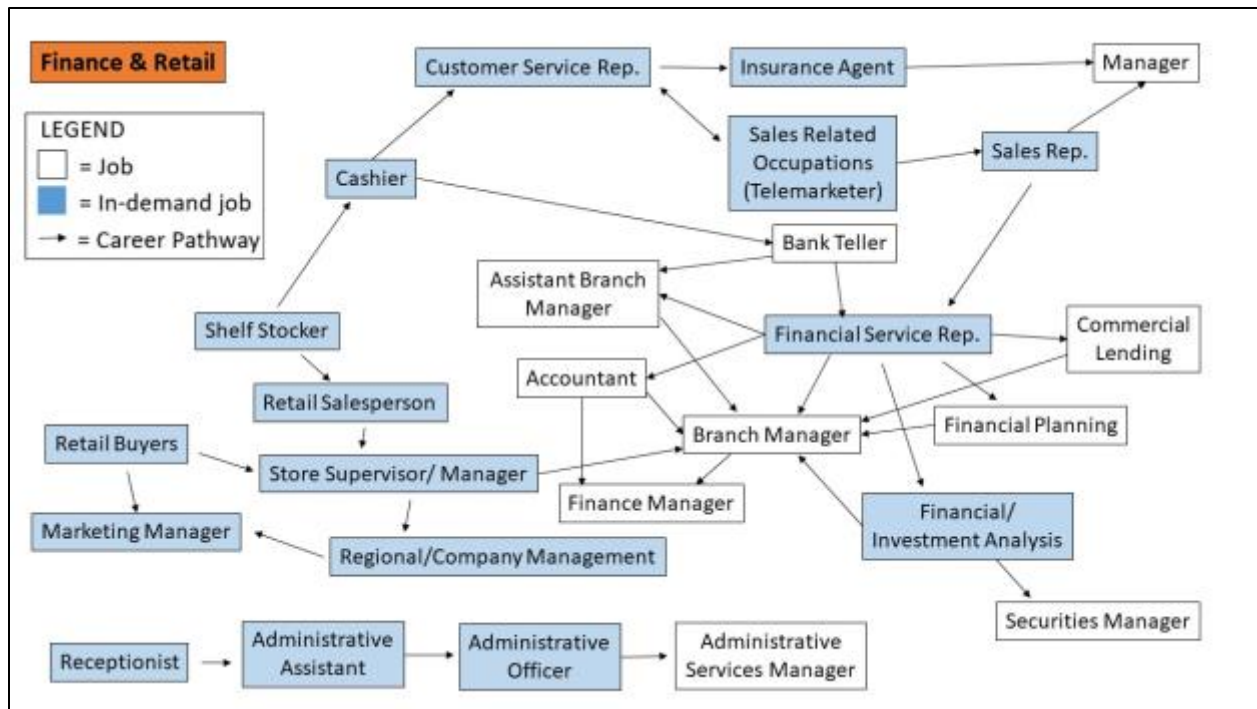
Work takes place in a conventional office setting.

### Career Pathways:

An Insurance Agent has very detail-oriented work, and often is required to work with computers and custom-designed software. College/university graduates who have sales ability and expertise in a range of insurance and financial services products are likely to have the best prospects. Agents with a firm understanding of the relevant technical and legal terms should also be desirable to employers.

Insurance Agents are employed by individual insurance companies or are independent representatives of specific insurance companies. Insurance Brokers are employed by brokerage firms, or may work in partnerships or hold sole proprietorship. Supervisors of Insurance Agents are included in this field. Below are potential career paths for Insurance Agents and Brokers:

- Automobile Insurance Agent
- Broker, Insurance
- Field Agent – Insurance
- Fire Insurance Agent
- Group Insurance Representative
- Insurance Agent
- Insurance Broker
- Insurance Sales Agent
- Insurance Sales Supervisor
- Life Insurance Agent
- Salesman/Woman, Insurance



### Education and Training Pathways:

If you're interested in becoming an Insurance Agent or Broker, you can acquire training/education locally at any of the following institutions.

#### St. Clair College:

#### **Business Administration – Finance**

#### **Admission/Eligibility Requirements:**

- OSSD with the majority of courses at the College (C), University (U), University/College (M), or Open (O) level, or;
- Mature Student Status

**Academic Credential:** Three Year - Ontario College Advanced Diploma

**Professional Certification:** Unknown

**Attendance:** In-person

**Full-time or Part-time:** Full-time

**Program Length:** 6 semesters

**Program Cycle:** Unknown

**Program Cost:**

- Year 1: \$3,941.61
- Year 2: \$3,781.0
- Year 3: \$3,804.05
- Total: \$11,526.71 (2017/18)

**OSAP Eligible:** Unknown

**Location:** 2000 Talbot Road West, Windsor, N9A 6S4

For more information on this program, please visit:

[http://www.stclaircollege.ca/programs/postsec/busadmin\\_finance/](http://www.stclaircollege.ca/programs/postsec/busadmin_finance/)

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