



# INSURANCE

COLLEGE. CREDENTIAL. CAREER.



## Insurance is a Hot Job in Michigan

People who work in the insurance industry spend their days doing everything from analyzing risks and crunching numbers to explaining complex concepts and brainstorming creative ways to meet client needs—all in the name of helping businesses and people protect themselves from sudden and unexpected events. This field is ideal for people who have a customer service mentality and want to make a positive difference in the world.

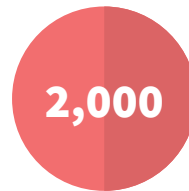
To succeed in this industry, people must enjoy interacting with others, communicate clearly and effectively, and have strong analytical, organizational, and problem-solving skills. They also need to develop knowledge of insurance terminology as well as varying insurance products and policies while collaborating with people in and out of the office. Individuals in this industry can build on the skills they learn and training they acquire to specialize in areas like cyber liability and corporate risk management. The possibilities are limitless!

## Where Insurance Meets Passion

People often think insurance is just a desk job, but it's far from that! There are all kinds of ways you can pursue your passions in this industry. Are you an athlete? You can specialize in sports and entertainment insurance. Are you an artist? You can focus on protecting fine art. Passionate about health? Products to help people and businesses manage healthcare are changing all the time. Insurance is not just about pouring over static policies—it's about melding your passions with people's needs in order to change the future.

## Financial Help

There are many federal grants, work-study funds, and low-interest loans available to help students cover the costs of tuition and fees, room and board, books and supplies, transportation, and other college-related expenses. The first step in securing necessary financial aid is to complete the Free Application for Federal Student Aid ([FAFSA](#)).



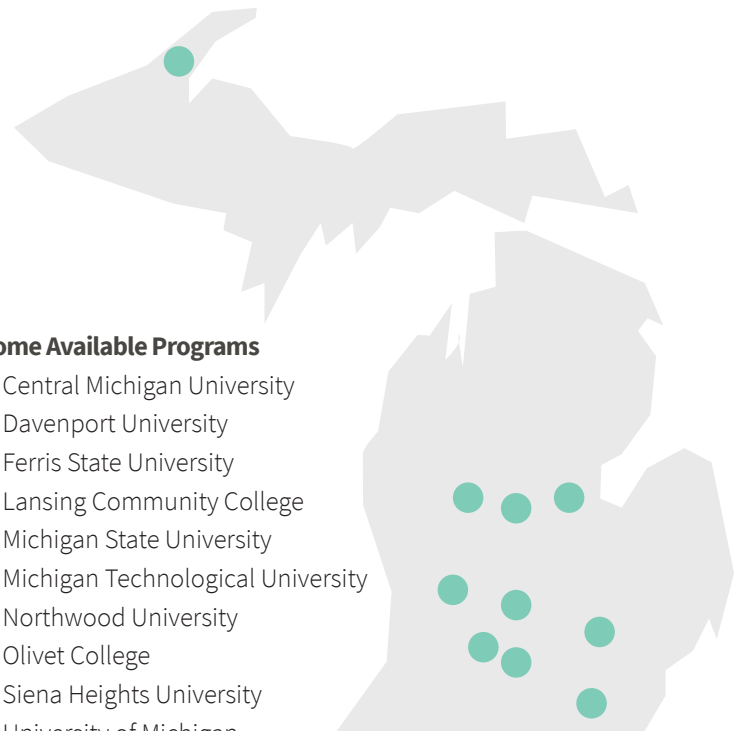
**Projected job openings annually**



**Estimated job growth**



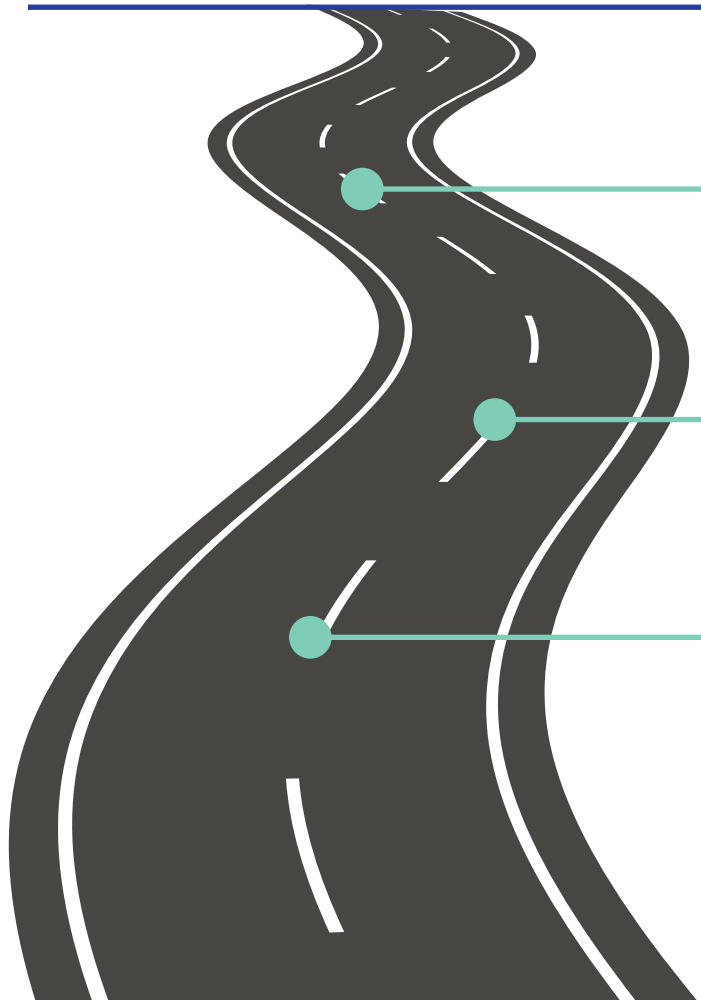
**Hourly rates for insurance actuaries, underwriters, adjusters, and assessors**



### Some Available Programs

- Central Michigan University
- Davenport University
- Ferris State University
- Lansing Community College
- Michigan State University
- Michigan Technological University
- Northwood University
- Olivet College
- Siena Heights University
- University of Michigan

There are many different education and career paths in **INSURANCE**. Here are a few you might follow after graduating from high school.



#### **CERTIFICATE**

Insurance Policy Processing Clerk

**\$37,340** annual salary

Insurance Claims Clerk

**\$37,340** annual salary

#### **ASSOCIATE DEGREE**

Insurance Sales Agent

**\$50,640** annual salary

Assessor

**\$52,810** annual salary

#### **BACHELOR'S DEGREE**

Actuary

**\$77,300** annual salary

Insurance Underwriter

**\$75,480** annual salary

Additional career opportunities exist through certification as an insurance sales agent. More information can be found on the [Michigan Association of Insurance Agents](#) website.

#### **WHERE**

**College** refers to an educational institution or establishment that provides education beyond high school and/or specialized professional training that is credit bearing.

#### **WHAT**

A **credential** verifies an individual's qualification or competence in a particular area and is usually issued by colleges in the form of certificates and academic degrees.

#### **WHY**

A **career** is a series of jobs that offers opportunities for advancement and provides a path to economic independence.

#### **WHEN**

Now! Don't wait to go to **college** to earn a **credential** that leads not only to your first job but also to a full and rewarding **career**!



To learn more about this pathway, check out the video at [roadmap2opportunity.org](#).

All occupational information provided by Roadmap to Opportunity is from O\*NET Online and is available at [onetonline.org](#).