

There is a career for  
you in insurance.



# Find the career that's right for you!

Your career choice is one of the most important decisions that you will make. It affects the way you live and work, and it shapes your entire future. That's why it's important to give thought and consideration to your choice of a career.

Deciding what you want to do for the rest of your life can be a little overwhelming. You have time to try different things and to change your mind if you don't have a specific career in mind. Try focusing on a general area of interest—you'll find that there are lots of options available to you.



Think about the following questions when you're considering a career choice:

- **What types of activities appeal to you?**
- **Do you like to work with people, or do you prefer to work independently?**
- **Are you good with words?**
- **Do you enjoy working with numbers or computers?**
- **Do you enjoy detailed work?**
- **Does working in an office appeal to you, or would you like being in the field?**
- **Do you like a familiar routine, or do you prefer change?**
- **What hours would you like to work?**
- **Would you like a job that requires you to travel for business, or would you prefer to work in one location?**
- **How much do you want to earn?**
- **What are your educational plans: trade school, two-year degree, four-year degree, advanced degree, or other?**

Answer these questions honestly, based on your abilities, likes, dislikes, and goals. Armed with this self-knowledge, you will be able to look at the career options that are open to you and decide which ones will help you meet those goals.

The property and casualty insurance industry offers many exciting possibilities, as you will see. Whether you are interested in computers or people, business or science, mathematics or marketing, there is a place for you!





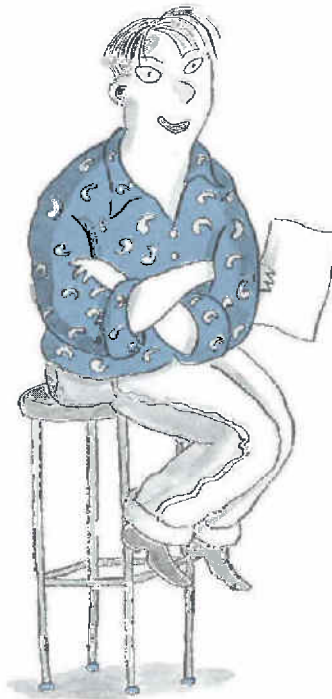
" I'd like to major in psychology or sociology, and I like working with people ... that's what really interests me. Are there jobs in the insurance industry for people like me?"



" I like working with numbers. I think I'd like to major in math or accounting, or maybe finance. What kind of jobs call for people with my skills?"



" I really want to work with computers. I like the challenge of devising programs and managing information. Are there jobs like that in the insurance field?"



" I'm a liberal arts major. I really haven't taken any business courses. Can I find a job in the insurance industry, or do I need more specialized training?"



**What are your plans for the future? Need some ideas?  
Let's look at some of the career paths that the insurance industry has to offer.**

## You'll find that you have many options available.

When you choose a career in insurance, you must decide not only what career path to take, but also which kind of insurance interests you.

The insurance industry is composed of these segments:

- **Property and casualty (P/C) insurance companies**
- **Non P/C companies (life, health, and accident insurance)**
- **Agents and brokers (representing one or more types of companies), insurance service organizations, and other (consultants, self-employed)**

This brochure will focus on opportunities available in the property and casualty field, and for agents and brokers representing these companies.

## What is property and casualty insurance?

It's the insurance protection purchased to protect home owners, car owners, and business owners against loss. When people insure their homes against fire, their automobiles against collision, their businesses against theft, or their employees against accidental injury, they are purchasing property and casualty insurance.

Let's take a look at some of the employment opportunities that are available in this diverse and interesting field. You'll see how your training and education can work for you when you pursue a career in insurance!

## If you like working with numbers...



**Actuaries** are very important members of the insurance team. As an actuary, you will use your analytical skills to predict the risks involved in insuring certain businesses and occupations. What premium should your company charge for a company that gives hot air balloon rides? Can your company profitably insure an offshore oil rig or a motion picture filming on location in Brazil? You will help set the price of your company's coverages—and those prices determine whether your company will enjoy a healthy profit or will experience a loss. If you enjoy math or statistics, and want to put your skills to work in an interesting, vital business, a career as an actuary can be challenging and enjoyable.

## If you're a good communicator and can think on your feet...

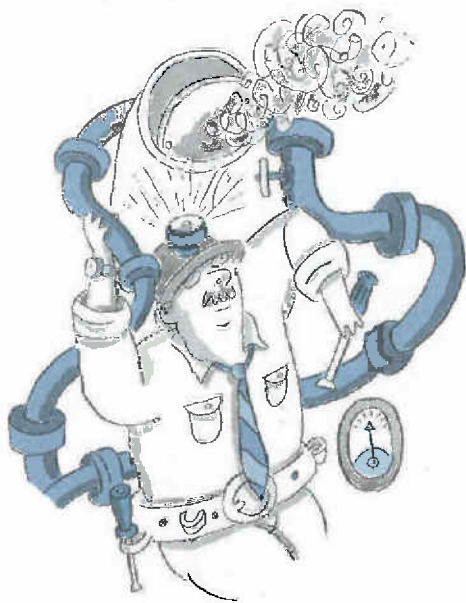


## Field representatives

act as liaisons between insurance companies and the agents and brokers that sell the companies' policies. You'll need to be knowledgeable, personable, and a good communicator. You are a resource for the agent, and how an agent perceives you can make all the difference in how successfully he or she markets your company's products. You'll learn a lot of what you need to know on the job. So if you have a well-rounded liberal arts or business background, good interpersonal skills, and a willingness to learn, this can be a great position from which to launch your career.



**If the engineering field appeals to you...**



### **Loss control specialists**

help keep accidents and loss to a minimum. As a loss control specialist, you'll visit factories and businesses to examine work areas, look over machinery, recommend safety procedures, and make sure that potential hazards are identified and, if possible, eliminated. You'll work directly with policyholders to promote safety in the workplace—which means saving lives as well as property. Are you thorough and well-organized? Do you have a background or strong interest in engineering or safety management? Consider this well-respected, gratifying insurance career.

**If you are interested in an analytical, management position...**

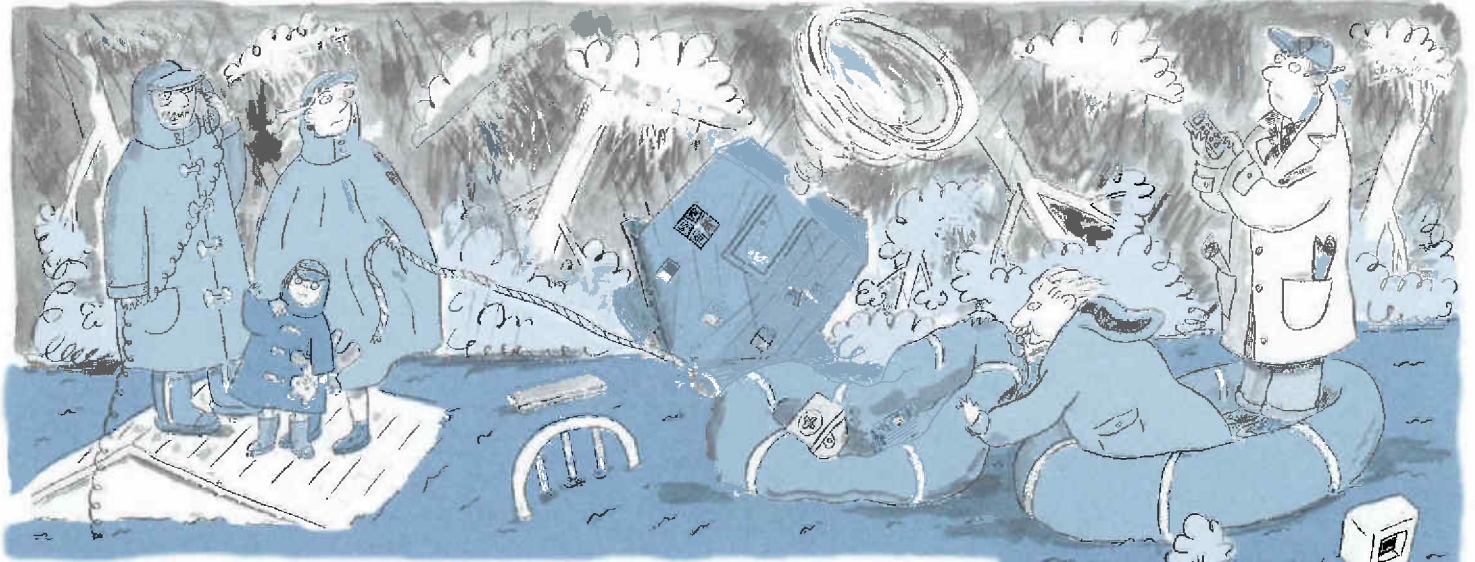


**Risk managers** don't necessarily work for insurance companies—they work for the corporations that buy insurance coverage. As a risk manager you will help to identify the various risks that your company faces, and make recommendations to deal with them, which includes arranging insurance coverage for your organization. It's your job to keep your company's losses to a minimum, and to plan for and meet those losses that inevitably do occur. Are you thorough and analytical? Do you enjoy identifying potential problems and working out solutions? This lucrative career may provide the challenge you are looking for!



**Underwriters** determine whether or not their company should provide insurance to applicants seeking coverage. As an underwriter, you will evaluate the application and decide whether or not the risk meets your company's standards for insurability. Should you underwrite the football stadium coverage? Is the risk worth taking? You are the person who will evaluate the pluses and minuses and make the decision. You'll need to be a clear thinker, and be able to use information to accurately assess a situation.

## If you like working with people...



**Agents and brokers** help their customers in many important ways. You will advise people on how best to protect the things they value, and help them decide what protection is right for them. You will be the first person they contact after an accident, fire, or injury. Your understanding and knowledge will be crucial. You can work for an insurance company or an independent agency, or you can own your own business. Besides being personally rewarding, being an agent or broker can be very financially rewarding as well. A good background in business will be a plus if you're considering being an agent. If you enjoy selling, like working with people, and are looking for a career that offers you something more than the traditional nine-to-five office job, consider insurance.

**Claims adjusters** are the members of the insurance team who are directly involved with people who have experienced a loss. As an adjuster, you are the person who will be allowed to enter disaster areas when tornadoes or earthquakes strike. You will investigate accidents and fires to determine the extent of the damage. You'll determine whether damages are covered by an insurance policy, and arrange for repairs. You will be responsible for reaching a settlement that is fair both to the customer and to the insurer. Do you have a background in liberal arts, business, or the social sciences? Do you have a genuine desire to help people in times of trouble? Are you tactful and resourceful? This could be the exciting career for you!



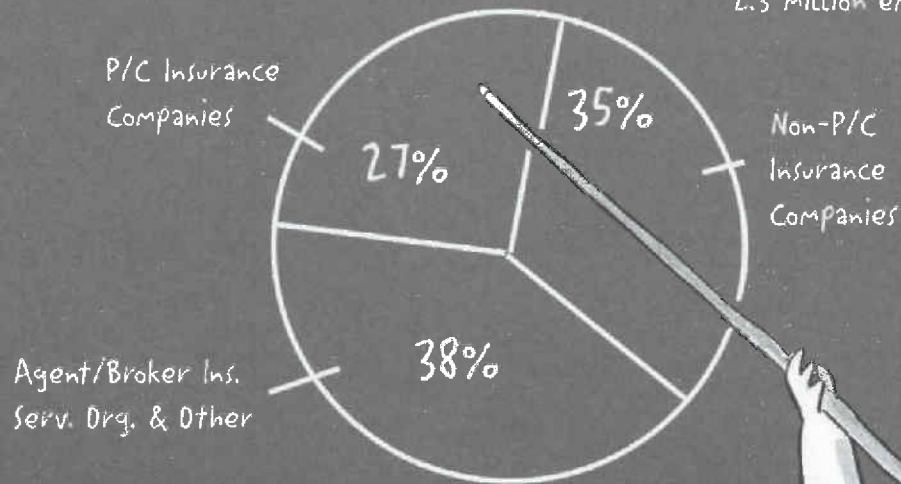
Now you know about some of the specialized jobs available in the insurance industry. After you take a look at the charts on the right, turn the page to find out about a few other possibilities.

**You'll see that the opportunities for meaningful, lucrative employment are limited only by your imagination!**



# Insurance Industry Market

2.3 million employees strong (2004)



Your salary will depend upon your education and experience.

## A Closer Look at Three Insurance Occupations:

Title	Median Annual Income
Actuary	\$69,910
Agent/Broker	\$40,750
Underwriter	\$45,590



Source:

Salary range figures from the Occupational Outlook Handbook, 2004-2005 Edition, U.S. Department of Labor, Bureau of Labor Statistics. 2003 employment statistics from The Fact Book 2005, Property/Casualty Insurance Facts, Insurance Information Institute.

# How do you fit into the picture?



As an **accountant** or **financial manager**, you will be responsible for monitoring your company's cash flow, obtaining financing for special projects, deciding on investments your company should make, managing company payroll, and many other areas of vital concern. If you are detail-oriented, enjoy working with numbers, and are challenged by the prospect of being in a position of leadership, consider the insurance industry as a place to put your expertise to work.

Use your people skills as a **personnel manager** for an insurance company—you will be actively involved in interviewing and hiring employees, setting salaries, formulating benefits

programs, and helping employees with their problems or concerns. You will work with employees from all levels of the company. Sensitivity, tact, and knowledge are essential for this demanding and challenging position. If you are interested in this field, you may want to consider a school that offers courses in human resources management.

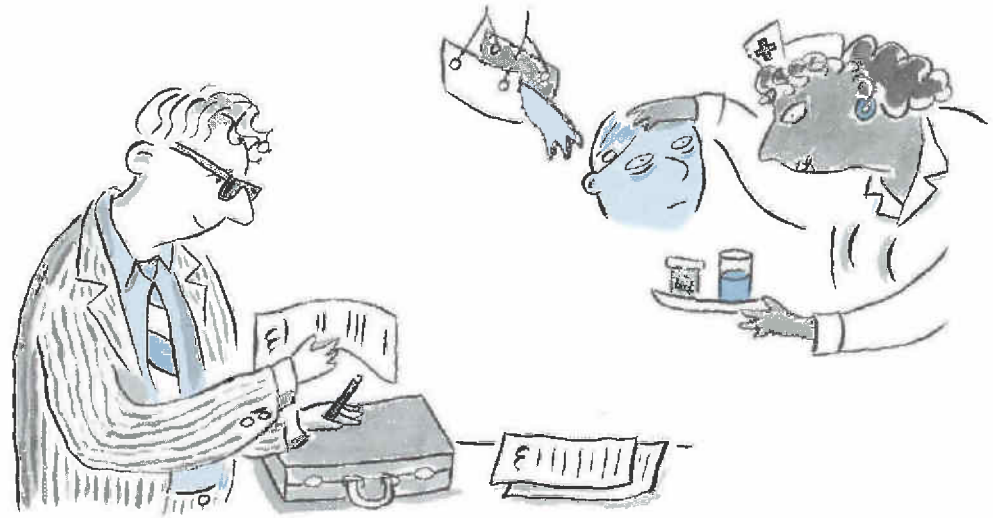
Are you an education major? Education and training are important functions in most companies. As a **training manager**, you will help determine what training and skills are needed for different positions in your company, and arrange for employees to receive this training. You may teach special

insurance courses for new employees, or continuing education courses to keep employees' skills sharp and current. If you are interested in teaching people with a strong desire to learn, and in helping them to grow professionally, the training field could be for you.

If you're interested in computers or in working as a **data systems manager**, the insurance field has many positions that require your expertise. With the vast amount of up-to-date information insurance companies maintain in order to meet the needs of their policyholders, plus the increasing amount of automation and artificial intelligence that the industry employs, your skills and knowledge will be in great demand!



Insurance companies need people to fill a wide range of interesting positions ...



Perhaps you are planning a career as an **attorney**. Many insurance companies have their own legal departments with a full-time legal staff. Are you training to be a **nurse** or **physical therapist**? There are opportunities to help injured or disabled employees, to work as a company nurse, to design and manage programs that educate policyholders on vital health care issues, or to work as a claims examiner specializing in medically related claims.

Do you know a **foreign language**? The international insurance market is growing rapidly!

Does **communications** or **public relations** interest you? How about **marketing** or **advertising**? There are lots of possibilities!

### **Will the insurance industry be the secret of your success?**

The insurance profession may be one of the best kept secrets in the employment field. And many graduates don't pursue insurance as a career simply because they haven't realized the enormous potential for personal growth and diversification that it offers. That's good news for you—because when you consider insurance, you have chosen a profession that

is much more open to you than other fields that may be filled with a host of hopeful graduates. No matter what your area of interest or your plans for the future, the insurance industry has a place for you!

**Remember—  
There is a career for  
you in insurance!**

# Once you've chosen insurance, join those at the top of the profession.

Most of the careers mentioned here require some formal training such as a college degree or trade school. More than 54,000 people in the insurance industry have chosen to take their insurance training one step further—they've earned the prestigious CPCU designation (Chartered Property Casualty Underwriter).

The CPCU designation is conferred by the American Institute for Chartered Property Casualty Underwriters (AICPCU) in Malvern, Pennsylvania. To earn the designation, candidates must pass eight college-level courses and examinations, have a minimum of three years' experience in the insurance industry, and abide by a strict code of ethics.

If you are considering a career in insurance, you may be able to receive credit for CPCU courses at some colleges and universities. Employers value the CPCU designation and often make it a requirement for high-level positions.



Insurance professionals who have earned the CPCU designation are eligible for membership in the Chartered Property Casualty Underwriters (CPCU) Society. The Society, with more than 26,000 members and 153 chapters worldwide, is dedicated to providing excellence in education, information, and research; promoting the value of the CPCU designation; maintaining high ethical and professional standards; and providing quality member services among property/casualty insurance professionals.

Many insurance companies support their employees' CPCU studies by paying for courses, textbooks, and CPCU Society dues. Ask your counselor or advisor how you can get started on the CPCU program.

## For more information on the CPCU program, contact:

**The American Institute for  
Chartered Property Casualty  
Underwriters (AICPCU)**

720 Providence Road  
PO Box 3016  
Malvern, PA 19355  
(800) 644-2101  
Fax: (610) 640-9576  
e-Mail: [cserv@cpcuia.org](mailto:cserv@cpcuia.org)  
Web site: [www.aicpcu.org](http://www.aicpcu.org)

## For more information on the CPCU Society, contact:



### CPCU Society

720 Providence Road  
Malvern, PA 19355  
(800) 932-2728  
e-Mail: [membercenter@cpcusociety.org](mailto:membercenter@cpcusociety.org)  
Web site: [www.cpcusociety.org](http://www.cpcusociety.org)



# Need help deciding on a career or choosing a college or university? Here's where to look!

There are many educational and career resources available—find out what they are and take advantage of them!

## Talk to a guidance or job placement counselor

High schools and colleges can provide you with information on various careers. You can find out what education is necessary and which schools offer the programs that will help you reach your goals. Community job centers can provide counseling for persons considering a career change, and college job placement departments can be a valuable resource, too.

## Take an aptitude test

Many high schools offer students access to programs that help you discover what types of careers you might find challenging or rewarding. For example, many high schools offer the ASVAB (Armed Services Vocational Aptitude Battery) test, designed to provide materials, services, and information to students that will aid in career exploration in both civilian and military worlds of work.

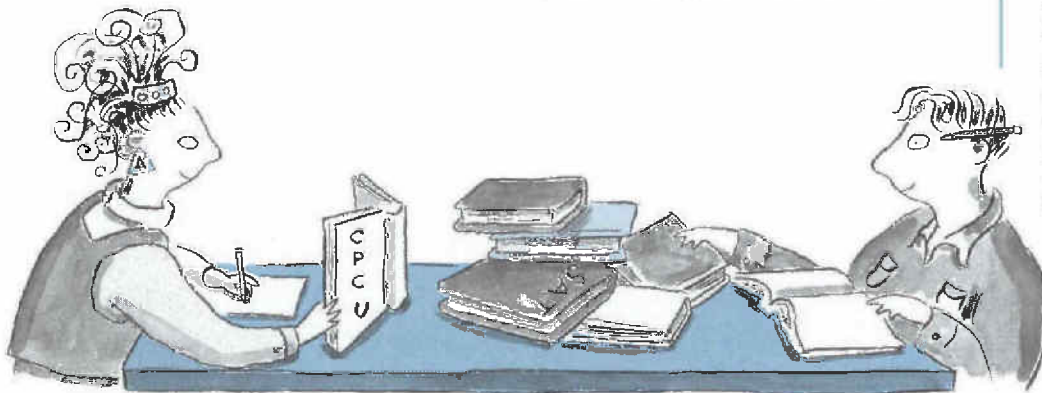
In addition, there are a multitude of web sites available that provide you with the opportunity to take free tests that match your strengths and interests with possible career options. Many sites can be located by typing "career aptitude test" in your search engine on the computer. Some programs also give you the names of educational facilities that specialize in your field of interest.

## Visit your library or search the Internet

Libraries and the Internet are valuable resources for persons who are making career choices. Besides providing reference materials and information on careers, colleges, and financial aid, many offer programs and tips to help you explore different fields, prepare letters of application for admission to colleges, write résumés, and more.

## Make contact with someone working in your field of interest

College and high school career days or employment fairs can be a great way to get first-hand information on what it's like to work in your field of interest. The people who volunteer their time to provide this information welcome your questions and will do their best to answer them. Make sure to visit all the employee representatives present and ask for business cards before you leave. You may have made your first contact on the way to a successful career!



## Good luck!



**CPCU Society**  
Chartered Property Casualty Underwriters  
720 Providence Road ■ Malvern, PA 19355  
[www.cpcusociety.org](http://www.cpcusociety.org)