

INSURANCE

Insurance Sales Agents sell life, property, casualty, health, automotive, or other types of insurance. May refer clients to independent brokers, work as an independent broker, or be employed by an insurance company.

DUTIES

A person in this career:

- Customizes insurance programs to suit customers, often covering a variety of risks.
- Sells various types of insurance policies to businesses and individuals on behalf of insurance companies, including automobile, fire, life, property, medical and dental insurance, or specialized policies, such as marine, farm/crop, and medical malpractice.
- Explains features, advantages, and disadvantages of policies to promote sale of insurance plans.
- Performs administrative tasks, such as maintaining records and handling policy renewals.
- Seeks out new clients and develops clientele by networking to find new customers and generate lists of prospective clients.
- Calls on policyholders to deliver and explain policy, to analyze insurance program and suggest additions or changes, or to change beneficiaries.
- Confers with clients to obtain and provide information when claims are made on a policy.
- Interviews 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.
- Contacts underwriter and submit forms to obtain binder coverage.
- Selects company that offers type of coverage requested by client to underwrite policy.

Insurance agents and brokers sell insurance policies. They sell to both people and businesses. Agents sell policies for a single company. Brokers sell policies on behalf of many companies.

For example, imagine a client requires car insurance. An agent will offer only the policies sold by his or her company. A broker, on the other hand, will compare the prices of many companies. The broker then recommends the best policy for the client.

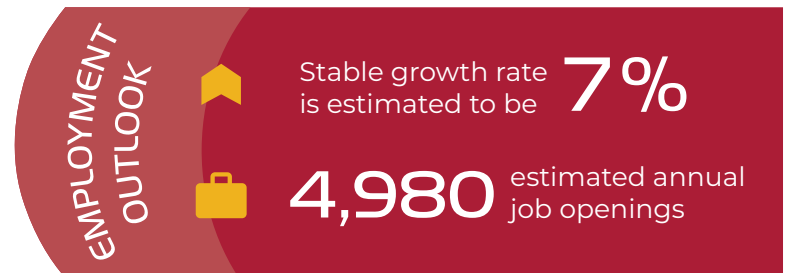
The process of selling insurance is similar for agents and brokers. For the first step, called prospecting, they must get new clients. To find clients, agents and brokers phone family members, friends, and total strangers.



SALARY INFORMATION

Location	2018				
	10%	25%	Median	75%	90%
California	\$31,010	\$38,020	\$52,950	\$83,430	\$155,390

*Pay period based on yearly amount.



They get referrals from other clients as well. They may present to large groups of people who are in need of their services.

Next, insurance agents and brokers meet with potential clients. They explain the services they provide. They discuss the types of insurance a client needs. Based on what they hear, they recommend the best policies for the client.

Finally, the client decides which policy to buy. The agent or broker then completes all of the required paperwork. Brokers and agents often keep in touch with their clients after the sale. They may continue to suggest changes to their clients' policies over time.

RELATED OCCUPATIONS

- Agents and Managers of Artists, Performers and Athletes 🌞
- Personal Financial Advisors 🌞🌿
- Loan Officers 🌞
- Copy Writers
- Sales Agents, Financial Services

