

# INSURANCE SALES AGENT

## WHAT WILL I BE DOING?

- 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.
- Customize financial products or services to meet customer needs.
- Sell products or services.
- Explain financial information to customers.
- Take product orders from customers.

## NATIONAL, STATE AND LOCAL WAGE INFORMATION

	2018 Entry Level Hourly Wage	2018 Employment	Projected 2028 Employment
<b>Capital Area</b>	<b>\$13.67</b>	<b>2,420</b>	<b>2,772</b>
Texas	\$13.51	36,795	36,795
United States	\$13.94	507,200*	542,700*

## WHAT JOB TITLES SHOULD I SEARCH FOR?

- Insurance Agent ▫ Loan Officers ▫ Personal Financial Advisors
- Insurance Broker ▫ Sales Agent

## WHERE COULD I WORK?

- Offices
- Insurance Sales Agencies
- Traveling to meet with clients

## KNOWLEDGE AND SKILLS NEEDED

## WHAT TYPE OF EDUCATION AND/OR TRAINING WILL I NEED?

Insurance sales agents are typically required to have a high school diploma to enter the occupation. However, employers may prefer to hire candidates who have a bachelor's degree. Agents must be licensed in the states where they work.

## WILL I NEED A SPECIAL LICENSE OR CERTIFICATION?

Insurance sales agents must have a license in the states where they work. Separate licenses are required for agents to sell life and health insurance and property and casualty insurance. In most states, licenses are issued only to applicants who complete specified courses and who pass state exams covering insurance fundamentals and state insurance laws.

Primary Data Sources: Texas Workforce Commission at [texaslmi.com](http://texaslmi.com), JobsEQ at [jobseq.eqsuite.com](http://jobseq.eqsuite.com), Bureau of Labor Statistics at [bls.gov](http://bls.gov), and CareerOneStop at [careerinfonet.org](http://careerinfonet.org), 2019; US Projections are for 2020-2030



# OCCUPATIONAL PROFILE

For Staff Use  
SOC: 41-3021  
CIP: 51.1701

# INSURANCE SALES AGENT

## CAPITAL AREA CAREER LADDER

\* Also Included on Targeted Occupation List (PY 2021)

### Financial Manager

#### Hourly Wages

- Entry Level: \$37.77
- Median Level: \$61.09

#### Typical Education & Experience

- Bachelor's Degree
- 5+ years experience

**778 new & replacement positions between 2016-2026**

### \*Accountants and Auditors

#### Hourly Wages

- Entry Level: \$24.40
- Median Level: \$33.63

#### Typical Education & Experience

- Associate's or Bachelor's Degree

**1,449 new & replacement positions between 2018-2028**

### \*Bookkeeping, Accounting and Auditing Clerks

#### Hourly Wages

- Entry Level: \$15.90
- Median Level: \$20.67

#### Typical Education & Experience

- Some College, No Degree
- Moderate-on-the-job training

**433 new & replacement positions between 2018-2028**

### \*Insurance Sales Agent

#### Hourly Wages

- Entry Level: \$14.26
- Median Level: \$21.57

#### Typical Education & Experience

- High School Diploma or Equivalent
- Moderate-term on-the-job training

**352 new & replacement positions between 2018-2028**

This Career Ladder is for illustrative purposes and does not display all pathways for career advancement. For more information or feedback email: [CareerLadder@wfscapitalarea.com](mailto:CareerLadder@wfscapitalarea.com)

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