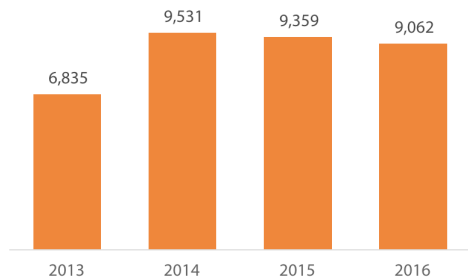


Insurance Career Pathway

Minnesota State Career and Technical Education programs give you the skills that employers are looking for in their employees. With just the first-year courses completed, you would have the skills relevant for an entry-level job or internship that starts you on the path to a well-paying and exciting career!




Insurance Jobs Posted Online in Minnesota



Hiring Statistics in Minnesota (1/1/17)

Growth in jobs 2015-2016:	-1% (negative)
Number of employers hiring now:	270 employers
Number of skilled people:	20,000 (low)
Overall outlook:	Bright
Average job posting period:	51 days
Median salary:	\$76,750 / year

Top Occupations

- Insurance Sales Agents (57%) 
- Insurance Examiners, Adjusters, and Investigators (15%)
- Actuaries (7%) 
- Claims Examiners, Property and Casualty Insurers (6%) 
- Insurance Underwriters (5%)

Sample First-Year Job Titles in this Pathway

- Insurance Sales Representative
- Farm Bureau Agent
- Actuarial Analyst

Sample Senior-Level Job Titles in this Pathway



- Senior Underwriter
- Senior Disability Representative
- Senior Crop Claims Adjuster

Where to start?

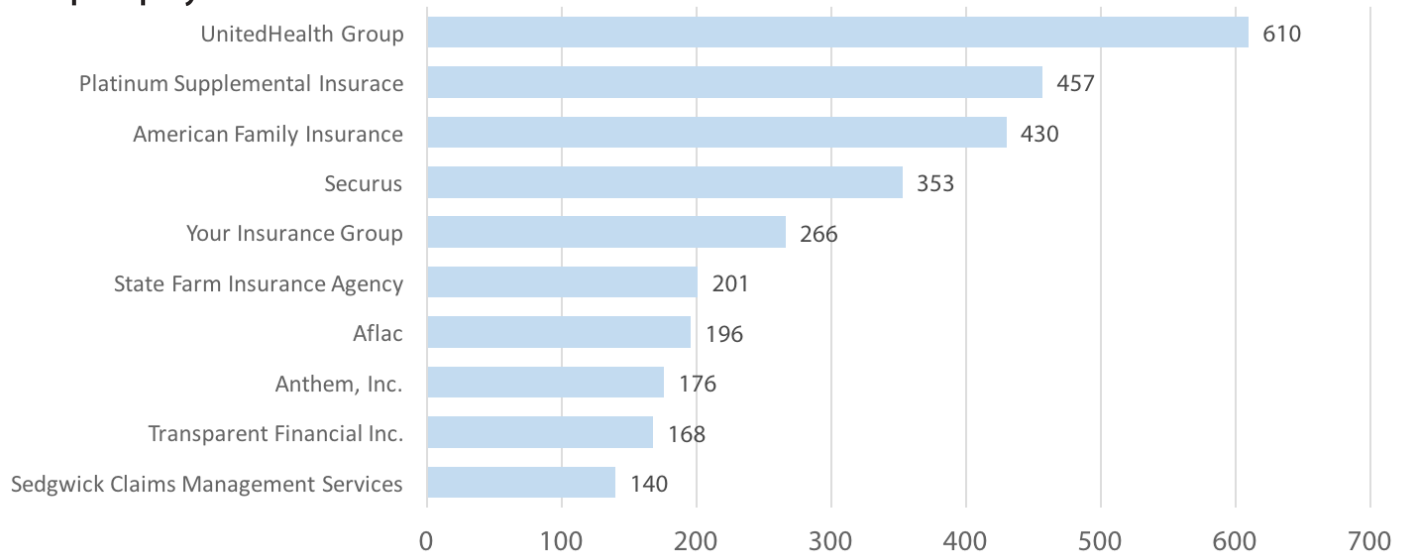
Here's what **State Farm Insurance** says about what it takes to become an agent.

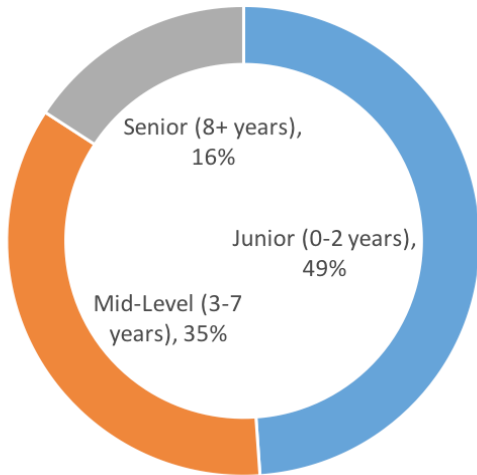
"It takes a financial commitment, time and hard work to build a business and keep it growing. It also takes someone who is:

- Driven to help others and make a difference,
- Energized by challenge and willing to accept risk,
- Committed to the business and eager to expand their earning potential."


 Rising Jobs (+5% or more from 2015 to 2016)
 Bright Future Jobs (DEED-identified)

Top Employers who Recruited in 2016
















Top 10 Certifications

1. State Insurance License
2. Driver's License
3. Property and Casualty Insurance
4. Associate of the Society of Actuaries
5. Fellow of the Society of Actuaries
6. Chartered Life Underwriter
7. Financial Industry Regulatory Authority (FINRA Series 6)
8. Certified in Long Term Care 
9. Certified Property Casualty Underwriter
10. Certified Risk Manager

Top 10 Hard Skills

1. Claims Processing Admin & Mgmt 
2. Bilingual (primarily Spanish)
3. Marketing Experience / Ability
4. Medicaid Processing 
5. Customer Relationship Management
6. Business Sales 
7. Quality Assurance 
8. Risk Assessment 
9. Technical Support 
10. Financial Modeling 

Top 10 Soft Skills

1. Communication Skills 
2. Self-Motivated
3. Sales Experience / Ability 
4. Customer Service-Oriented
5. Detail-Oriented
6. Organizational Skills
7. Integrity 
8. Work Independently
9. Work Ethics 
10. Time Management



Top 10 Software Skills

1. Social Media Platform Management
2. Service-Oriented Architecture (SOA)
3. Microsoft Office 
4. Microsoft Visual Basic for Applications 
5. Microsoft Access
6. Salesforce CRM SFDC 
7. OptumInsight 
8. Xactware Xactimate
9. Human Resources Management System (HRMS)
10. Search Engine Optimization







Top Employers Recruiting Interns

1. Farmers Insurance Group
2. Ameriprise Financia, Inc.
3. Travelers Insurance
4. UnitedHealth Group
5. Qbe Holdings, Inc.


 Rising Skills (+5% or more from 2015 to 2016)
 Matches to CTE Foundation Knowledge/Skill

Start your career in the insurance field with these occupations that require just a few college-level courses for your first internship. Upon completion of a 2-year degree, you'll be well on your way in any number of exciting career pathway directions! Talk to an academic navigator or visit the CTE website to explore!
<http://www.mncareerpathways.org/pathways/>

Top Entry-Level Positions Advertised in Minnesota (0-2 Years Experience)

	Occupation	Job Titles	Total Job Count 2016	Change from 2015
Insurance	Insurance Sales Agents	Sales Representative, Insurance Salesperson, Rural Insurance Sales Rep	 1,992	1%
	Insurance Adjusters, Examiners, and Investigators	Insurance Adjuster, Investigator	606	-2%
	Actuaries	Actuarial Analyst, Medicare Actuarial Manager, Associate Actuary	 229	-19%
	Claims Examiners, Property and Casualty Insurance	General Liability Claims Associate, Pharmacy Claims Benefit Specialist, Hail Claims Associate, Leave of Absence Claims Representative	 213	15%
	Insurance Claims and Policy Processing Clerks	Insurance Claims Clerk, Insurance Policy Clerk, Claims Representative Associate, Claims Assistant, Claims Processor	 201	23%

 Rising Jobs (+5% or more from 2015 to 2016)

 Bright Future Jobs (DEED-identified)

Data collected from online job postings between 2013 and 2016 from CEB TalentNeuron Recruit in December 2016 (www.wantedanalytics.com). Bright Outlook and Green Jobs identified by DEED's Employment Outlook based on BLS 2014-2024 projections. State Farm quote from the company career website: <https://www.statefarm.com/careers/become-an-agent?cmpid=ps:Google:Recruitment%20Agent:Insurance%20-%20BMM:NB> Report developed by RealTime Talent January 2017 with the support of AgCentric, the Southern Minnesota Center for Agriculture, GreenSeam, AgriGrowth, the Minnesota Department of Agriculture, Career and Technical Education Consortium Leaders, and faculty from Minnesota State Colleges and Universities across the state.