

Insurance Sales Agents

SOC: 41-3021 • Career Profile Report

■ Key Facts

\$60,370 Median Salary	568,800 Employment	+4.0% Growth Rate
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■ Requirements & Salary Range

Education: High school diploma

■ Automation Risk Assessment

Medium Risk - 38.0% probability of being automated in the next 10-20 years.
This job has some routine elements but still requires human judgment and interaction.

■ Work-Life Balance

5.6/10 - Fair work-life balance

■ Personality Fit (RIASEC)

Higher scores indicate better personality fit for this career type.

Realistic	4.4/10	Investigative	5.0/10
Artistic	5.4/10	Social	8.0/10
Enterprising	9.0/10	Conventional	5.8/10

■ Top Skills Required

Analytical skills, Communication skills, Initiative, Interpersonal skills, Self-confidence

✓ Strengths

- High Demand
- Flexible Work
- Continuous Learning

■ Challenges

- Burnout Risk
- Rapid Technological Change

■ What They Do

Insurance Sales Agents typically perform the following tasks:

- Customize insurance programs to suit individual customers, often covering a variety of risks.
- Sell 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.
- Explain features, advantages, and disadvantages of various policies to promote sale of insurance plans.
- Perform administrative tasks, such as maintaining records and handling policy renewals.
- Seek out new clients and develop clientele by networking to find new customers and generate lists of prospective clients.
- Call on policyholders to deliver and explain policy, to analyze insurance program and suggest additions or changes, or to change beneficiaries.
- Confer with clients to obtain and provide information when claims are made on a policy.
- Interview 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.
- Contact underwriter and submit forms to obtain binder coverage.
- Select company that offers type of coverage requested by client to underwrite policy.
- Ensure that policy requirements are fulfilled, including any necessary medical examinations and the completion of appropriate forms.
- Develop marketing strategies to compete with other individuals or companies who sell insurance.
- Calculate premiums and establish payment method.
- Attend meetings, seminars, and programs to learn about new products and services, learn new skills, and receive technical assistance in developing new accounts.
- Monitor insurance claims to ensure they are settled equitably for both the client and the insurer.
- Plan and oversee incorporation of insurance program into bookkeeping system of company.
- Inspect property, examining its general condition, type of construction, age, and other characteristics, to decide if it is a good insurance risk.
- Install bookkeeping systems and resolve system problems.
- Explain necessary bookkeeping requirements for customer to implement and provide group insurance program.

*Generated by StartRight • Data from U.S. Bureau of Labor Statistics & O*NET*

Source: <https://www.bls.gov/ooh/sales/insurance-sales-agents.htm>