

CAREER FACT SHEET

Insurance Agents

Snapshot

Insurance Agents represent insurance companies in selling insurance to clients.

How many are employed in this occupation?	13,400
What are the average weekly earnings for full time workers?	\$1,600
How does unemployment compare with other occupations?	Average
What are the job prospects for this occupation?	Medium
What will be the likely future employment growth for the next five years?	Strong Growth

Main employing industries

Financial and Insurance Services

Tasks

This occupation may include associated occupations with varying tasks.

- interviewing clients to identify their insurance needs
- explaining to clients details of insurance and conditions, risk coverage, premiums and benefits
- assisting clients to determine the type and level of coverage required
- calculating premiums and establishing method of payment
- reviewing clients' circumstances to ensure that the level and coverage of insurance is still appropriate
- settling and monitoring insurance claims to ensure that both client and insurer are satisfied with the outcome
- recording information about clients and their policies
- identifying and drawing up lists of potential clients from a variety of sources and contacting them to arrange interviews
- keeping up-to-date with changes in the insurance industry and informing clients of new developments

INDUSTRY OVERVIEW

Financial and Insurance Services

If you think you would like to organise, analyse and check the accuracy of financial information, or to offer advice on insurance or financial products, then you should consider a career working in Financial and Insurance Services. Qualifying for a role in this sector could see you in charge of preparing budgets, financial statements, tax returns, audits and reports, managing the payroll of a large company, maintaining customer databases, ensuring procedures comply with government regulations, or participating in the development of business plans. Other roles in the Financial and Insurance Services sector focus on customer service and on matching products to clients' needs. While work in Financial and Insurance Services usually takes place in an office environment, some people are able to do part of their work at home, due to the growth of remote technological capabilities.

The career possibilities in finance and insurance are very broad, with plenty of scope for work across a variety of businesses. Let's face it, most companies need financial services of some kind! And due to shifting global financial conditions, this industry is undergoing rapid changes, making it a very exciting time to get involved.

Possible job pathways

- Accountants
- Accounting Clerks
- Auditors and Company Secretaries
- Bank Workers
- Bookkeepers
- Credit and Loans Officers
- Economists
- Finance Managers
- Financial Brokers
- Financial Dealers
- Financial Investment Advisers and Managers
- Insurance Agents
- Insurance Investigators and Loss Adjusters
- Actuaries, Mathematicians and Statisticians
- Insurance Money Market Statistical Clerks



Financial and Insurance Services

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