

Careers in Financial Services

Career Path: Insurance

Insurance agents and brokers sell insurance, variable annuities, and related insurance products to new and existing clients. Insurance agents work as representatives for companies they represent and have a contractual agreement with these companies. Some agents are called underwriters because their duties may include estimating insurance risk in policies they write. Some brokers obtain insurance coverage (auto, health, or other insurance) usually provided in a comprehensive policy at a reduced premium rate. Some agents specialize in occupational groups, such as small business owners or physicians, to build up a stable client base and a source of repeat business.

Many agents work as self-employed professionals, and are not employees of insurance companies. Excellent communication skills and interpersonal skills; strong self-discipline and organizational skills are important in this field.



Recommended Courses:

For students interested in a career in the insurance field, the following elective courses are recommended. These courses enhance a student's understanding of insurance, financial, and retirement & estate planning and develop the necessary skills for success.

FIN3310 Insurance Planning

Presents the principles of risk management and insurance planning. Topics include risk exposure; property and casualty insurance; general business liability; and life, health, disability, and long-term care insurance. Prerequisite: FIN2230

FIN4411 Retirement & Estate Planning

Provides an overview of effective planning and implementation of individual and business-sponsored retirement plans along with tools and techniques for estate planning and wealth transfer. Prerequisite: FIN4400

FIN4420 Comprehensive Financial Planning

Provides students with the skills necessary to construct a comprehensive personal financial plan based on client information. Students will develop plans that integrate all key areas of personal financial planning. Prerequisites: FIN2230, FIN3310, FIN3315, FIN4400, FIN4411

These courses are recommended as liberal arts or free electives:

LAW1100 Introduction to Law

Introduces the United States legal system. This course examines the structure and administration of the state and federal courts; the function of the trial and appellate courts; the sources of law; the differentiation between procedural and substantive law; and the legal principles of torts, contracts, criminal, civil and property law.

LAW2250 Wills, Trusts, and Estates

Involves planning, formation, and administration of property-interest transfer instruments; preparation and execution of estate and trust instruments; testate and intestate probates and estate administrations; handling an elective share; and accounting for income or assets, including federal and state taxation issues. Prerequisite: LAW1100

SOC2232 Social Psychology

Examines social psychology, the study of thoughts, feelings, and behaviors in social situations. Emphasis is placed on how psychological factors like intention and consciousness influence social interactions. Topics include culture and gender, leadership, attraction, intimacy, prejudice, and conformity.

SOC3320 Gender, Race, and Class

Explores relationships between race, gender, and class. This course examines reality in the determination of socioeconomic mobility and analyzes the perceived role of race and gender in American society.

Career Paths are not minors or concentrations and will not be noted on a student's transcript or diploma. Career Paths are suggested electives to fill elective credits.