STABILITY

Insurance is an industry that is almost recession proof. Even during hard times, families and businesses have assets they need to protect to avoid financial devastation.

A lot of people start working in insurance thinking it will be temporary. Once they learn more about the industry, they like the challenges and the growth opportunities and the income potential is greater than they expected. And it ends up being their lifelong career!

FLEXIBILITY

Many insurance jobs offer flexible schedules which allows for more of a work-life balance, including more time for family and community engagement.

GRAYING OF THE INDUSTRY

Are you entering the job market at the right time? You Bet.

A large number of baby boomers (those over the age of 60) will be retiring in the next 5-10 years and **there isn't enough of your generation to make up the difference.**

It is projected that 50% of the industry will be turning over.

In fact, the number of employees over the age of 55 grew by 74% in the last 10 years.

This is a great opportunity for you to look at insurance as a career.

WHAT IS INSURANCE?

We are the ones that help provide families and businesses the ability to handle life's unforeseen and unexpected events that can financially become a burden.
We are the second responders for events.

CAREERS IN INSURANCE

There are many opportunities to consider and not all require a four year degree.

- Sales
- Marketing
- Actuarial Science
- Information Technology
- Claims Adjusting
- Accounting
- Legal
- Customer Service
- Underwriting
- Administration
- Loss Control
- And many more...

SALARY

Based on research from www.salary.com and Google Search, the average starting salaries are (2025):

Description	Starting Hourly Wage
Actuary	$40.00
Admin/Clerical	$22.50
Broker/Agent	$32.50
Claims	$25.00
Customer Service	$22.50
IT	$40.00
Legal/Compliance	$47.50
Loss Control	$31.50
Marketing/ Communications	$28.50
Sales Representatives	$34.00
Underwriting	$35.00

WANT MORE INFORMATION?

Reach out to PIA of Indiana:

- (317) 899-9200
- Info@PIAIndiana.com
- www.PIAIndiana.com

PIA of Indiana has also put together a short video on "Careers in Insurance". To watch our video, visit PIAIndiana.com/Careers-in-Insurance

Talk with your Guidance Counselor on what your next steps should be and about internships opportunities.

PROFESSIONAL INSURANCE AGENTS PIA INDIANA

CAREERS IN INSURANCE

Many believe...

The only careers in insurance are in sales.

If you look closer...

You will see there is a wide range of careers available. Whatever your interest, there is a path for you.

ARE YOU UP FOR THE CHALLENGE?

PROFESSIONAL INSURANCE AGENTS PIA INDIANA