

Careers in insurance

HELP OTHERS FIND THEIR PLACE IN IT



INSURANCE IS ALREADY PART OF EVERYTHING WE DO.



CAREERCONNECTIONS™

Opening career gateways to the property & casualty insurance industry

Choosing a career path is one of life's most important decisions. But, as most people plan their career paths, they overlook insurance. Why should they re-consider? Simply because the insurance industry offers a broad and diverse selection of interesting and rewarding career paths. No matter what combination of interests, education and experience people have, they could add up to a great career in insurance.

Whether you are a career centre counsellor for post-secondary school students and graduates, a program coordinator, a department head on campus or an advisor helping someone decide on a career change, we hope you will find this Program Overview helpful for yourself and your students or clients.

This Program Overview outlines the comprehensive career resources and services available as part of the Career Connections Program. The Program includes engaging career videos, brochures, on-line career profiles, career events and activities, as well as career presentations provided by our speakers' bureau of industry ambassadors.

Through Career Connections, the property & casualty (home, auto and business) insurance industry would like to help interested candidates find their place in insurance. Together we can help your students and clients 'make a career connection.'



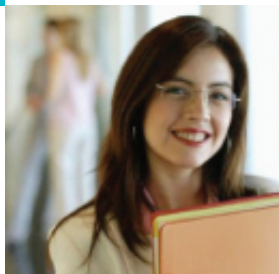
Why insurance?

Insurance affects virtually everything we do in life and in business. And because insurance is all around us, the industry has a wide variety of careers to match the ambitions and interests of virtually everyone, while offering the flexibility to change directions along the way. There are 110,000 Canadians working in the property & casualty insurance sector for more than 200 employers, with as few as 5 employees to as many as 5,000. The industry offers careers in big cities, small towns and rural areas across Canada. It's an industry that reflects the faces and values of Canadian society and has a constant need for talented, creative, motivated people.

Property & casualty insurance is about managing risk and protecting homes, cars, businesses, property and the continuity of lives. People who work in the property & casualty insurance industry make a difference by solving problems when something goes wrong and helping others in their time of loss. Every day will present interesting new opportunities, new challenges and the flexibility to pursue new goals.

If your students or clients are looking for a career path that offers variety, flexibility, stability, above average advancement, job security and a real sense of community, Canada's property & casualty insurance industry has a wonderful and inclusive story to tell. You and your students or clients may be surprised to find that insurance isn't what you think.

It's a whole lot more.



Why Career Connections?

Our objective at Career Connections is to give you the tools and information you need to illuminate career pathways to your students or clients.

Through our on-campus presence at colleges and universities across Canada, Career Connections introduces students and graduates to the world of opportunities in insurance. Our Ambassador Program, in which industry professionals give presentations about their career and education journeys, provides opportunities to 'put a face to the industry' and enables secondary and post-secondary students to meet real professionals talking enthusiastically about their careers in insurance.

Career Connections also works to introduce careers in insurance to those currently in the workplace who may be looking for a career change. And through our Curriculum Connections Program, we develop resources, lesson plans and presentations to explain insurance principles, like risk and responsibility, as well as the basics of how home, auto and business insurance work.

At Career Connections, our strategy is to reach out to as many people as possible in the hopes that understanding insurance will lead to interest and exploration of the career possibilities. Our program helps you and your students or clients learn more about the broad range of career paths that exist in the property & casualty insurance industry. Together, we can help your students or clients 'find their place in insurance.'



You can help career seekers ‘Make a Career Connection’

The property & casualty insurance industry is a diverse and inclusive community, in which companies require a full range of skills and life experience. You may be surprised to learn about the wide variety of career paths available in the insurance industry. No matter what aptitudes or interests your students or clients may have – from business and marketing, to fine arts, mechanics or human resources – they can find a rewarding career in insurance.

Insurance fits with most post-secondary education

Graduates with these degrees	May be well suited for these types of roles
Degrees General Arts, History, Art History, Psychology, Sociology, Philosophy	Roles Loss Adjuster Broker/Agent Marketing Representative
Degrees Criminology Law	Roles Loss Adjuster Claims Investigator Underwriter
Degrees Math Sciences Computer Science	Roles Actuary Loss Adjuster Loss Control Specialist Underwriter
Degrees Chemical Engineering Civil Engineering Biomedical Engineering Mechanical Engineering	Roles Claims Investigator Loss Control Specialist Risk Analyst Appraiser
Degrees Health Sciences Nursing Kinesiology Physiotherapy	Roles Loss Adjuster Risk Manager Loss Control Specialist
Degrees Business, Economics Marketing International Business Commerce, Finance Entrepreneurship	Roles Underwriter Marketing Representative Risk Manager Broker/Agent

This chart is meant purely as a starting point to demonstrate that most educational backgrounds can lead to a career in insurance. We encourage you and your students or clients to visit the ‘**Post-Secondary Student**’ or ‘**Career Changer**’ sections at www.career-connections.info for more information. Each career profile on the Web site includes additional information about the aptitudes and interests required for each of the 9 positions covered in the brochures and identified here.

You may be surprised to find that insurance is not what you think. It's a whole lot more.

On behalf of the insurance industry, Career Connections has developed career resources to help people find their place in this exciting industry. These free resources are available to students, counsellors, career practitioners, career seekers, employers and educators:

- **Career videos** – We have created an 8 minute video as a centre piece for a discussion about the insurance industry as a potential career journey. It tells the wonderful and inclusive story about careers in Canada's property & casualty insurance industry. There are 3 versions of the career video – specific to high school students, post-secondary school students and career changers.
- **Career brochures and profiles** – In all of our career resources, we highlight industry professionals talking about the industry and their career paths. Brochures and on-line career profiles complement the videos and offer perspectives relevant for high school students, post-secondary students and career changers.
- **Speakers bureau** – We have an active roster of industry professionals, whom we call 'ambassadors,' who are trained and prepared to speak about their education, their careers and their work experience. We have found that 'putting a face to the industry' helps career seekers open their minds to the possibilities . . . that there could be an insurance career with their name on it.



Providing a gateway to a career in insurance

Programs and services available:

Career Connections can be part of your career awareness programming and/or can partner with you to provide career awareness initiatives.

- **Participate in career events** – Career Connections would like to educate your career seekers about the multitude of career opportunities in insurance by participating in any career events you may coordinate.
- **Connect career seekers and employers through the Career Connections job site** – We hope that you will link your Web site to ours (www.career-connections.info) to help your students and clients find available jobs, connect to potential employers in the insurance industry, and to research the industry's career possibilities.
- **Present career information sessions** – The Career Connections team, along with industry ambassadors, can provide career awareness and insurance education presentations. These sessions can be ideal for exploring careers in the insurance industry and making connections with potential employers. In addition, presentations are available to introduce the Insurance Institute's professional designations – the Chartered Insurance Professional (CIP) and the Fellow Chartered Insurance Professional (FCIP).
- **Coordinate insurance networking events** – Event types could include lunch 'n' learns, panel discussions, round-tables and more. The Career Connections team, along with industry ambassadors, can participate in events to share their experiences, knowledge, career paths and industry perspectives.
- **Host an insurance & financial services career fair** – Career Connections can bring industry employers together in an insurance specific career and job fair that would enable career seekers to connect to industry jobs.
- **Conduct a mock interview clinic** – We can conduct this type of workshop to provide an opportunity for students to practice their interviewing and networking skills with an insurance professional (i.e. ambassador), learn more about how their aptitudes and interests can lead to a career, and understand how to create a career path that builds on their education and life experience.



Pathways to an industry that employs 110,000 Canadians

Career Connections is a division of the Insurance Institute, the educational arm of the property & casualty insurance industry in Canada. The Institute has been educating the insurance industry since 1899. Its mandate is to help people employed in the property & casualty insurance industry to stay current with an evolving world and to stay connected with their employer's business and their clients' needs. The Insurance Institute offers in-class and distance learning programs and is known for its internationally recognized Chartered Insurance Professional (CIP) and Fellow Chartered Insurance Professional (FCIP) designation programs.

Career Connections is a career awareness program aimed at encouraging young adults and career seekers to pursue one of the many skilled professions available in the insurance industry. To help promote insurance as a stable and vital industry, we also work to enhance an understanding of insurance and explain its role in society.

In your role as a career advisor, we encourage you to visit the Career Connections Web site to explore all the career development tools we have available on-line. Our career videos, brochures, on-line profiles, job site, and links to employers help career seekers learn more about the various roles in insurance, the education or experience required, the earning potential and future prospects. To order any of our resources, please visit our Web site. To discuss possible programs and services, please e-mail us at cconnections@insuranceinstitute.ca

**WE'VE MADE IT POSSIBLE FOR YOU TO HELP
CAREER SEEKERS FIND THEIR PLACE IN INSURANCE.**

www.career-connections.info



CAREERCONNECTIONS™

A division of The Insurance Institute of Canada
cconnections@insuranceinstitute.ca
1.866.362.8585 (t) 416.362.8586 x2236 (f) 416.362.2692
18 King Street East, 6th Floor, Toronto, Ontario M5C 1C4