



- *Do you want to be an independent business person?*
- *Are you good at listening and giving advice?*
- *Do you want to meet people and learn about different businesses?*

If you answered "Yes" to any of the above questions, then a career as an insurance broker will be of interest to you.

If you are enthusiastic, outgoing, self-confident, disciplined, hard-working and able to communicate effectively, then becoming an insurance broker could be the key to a challenging and rewarding future. A future that not only offers financial reward but the personal satisfaction of business management, customer service and community involvement.

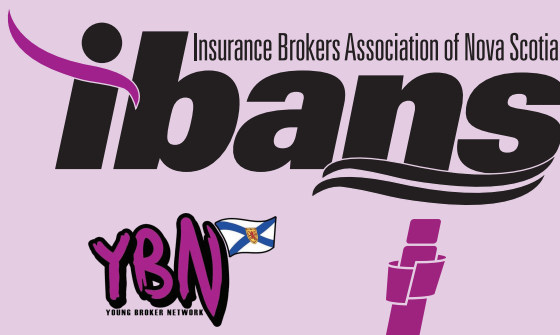
### **What is an Insurance Broker?**

An insurance broker is a trusted advisor. Similar to the role of a financial planner or mortgage broker, insurance brokers work with their clients to recommend the best insurance policies to meet their individual needs.



### **Choosing a Career as an Insurance Broker**

To find out more about a rewarding career in insurance, contact the Insurance Brokers' Association of Nova Scotia (IBANS).



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Halifax, Nova Scotia B3M 2L4  
Phone: 902-876-0526  
Email: [info@ibans.com](mailto:info@ibans.com)  
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Is a Career in Insurance  
*Right for You?*



Insurance Brokers Association of Nova Scotia  
**ibans**  
[www.ibans.com](http://www.ibans.com)



## Preparing for a Career in Insurance

There are no hard and fast rules for entry.

Though brokerages prefer to hire people with post-secondary education, many will hire high-school graduates who demonstrate potential. For those considering taking post-secondary courses, classes in finance, accounting, economics, business law, business administration and public speaking will

be beneficial to you in an insurance career.

In fact, credits earned could be recognized for certain professional insurance designations.

Insurance brokers in Canada must be licensed by provincial regulatory bodies in order to conduct business. To become an insurance broker you must first successfully complete the licensing exam.

## Career Opportunities

Working as an insurance broker can offer you multiple career path options. There are many different careers within the insurance brokerage field, meaning you can likely find a position that suits your particular likes, strengths and ambitions — from part-time customer-service positions to determined commercial producers. Some typical positions in the industry include:

### Entry-Level Customer

#### Service Representative:

Processes basic insurance transactions and auto insurance policies.

### Personal Lines Representative:

Processes more intricate insurance contracts for clients related to residential homes and personal belongings, supervised by a more senior broker. These contracts often include items such as residential and recreational property, automobiles and motorcycles, boats and other personal pleasure craft, collections, musical instruments and jewelry.

### Commercial Lines Representative:

Processes and manages accounts for both business and commercial property lines, operating with less supervision both in the office and at the place of their client's business. These brokers deal with such insurance coverage needs such as theft, damage, equipment protection, liability issues and business interruption.

### Producer:

Like commercial lines representatives, producers also process and manage coverage for both business and commercial property lines, focusing more on new business acquisition and larger accounts. They tend to work mostly outside of the office, often completing their transactions at their client's place of business.

### Account Executive:

Sells commercial lines insurance and manages relationships with large accounts. Most of their work is performed in the office.

### Branch Office Manager:

Manages all activities conducted within a branch including operations, marketing, sales and administration.