



# LIFE AFTER HIGH SCHOOL?

BRING YOUR TALENTS TO THE INSURANCE INDUSTRY!

Summer Internship is set to begin on **Saturday, May 21st 2022**



GET PAID  **\$100** PER DAY TO:

- Learn about the insurance industry
- Become a licensed professional
- Educate consumers about insurance
- Consider becoming an entrepreneur

**TO APPLY:**

SCAN ME



[www.thenaip.org](http://www.thenaip.org), Click on "I'm interested"



## **New Summer Internship Program in Insurance**



### **Work & Train-From-Home**

**Earn \$100.00 per day to:**

- Learn about insurance
- Become a licensed professional
- Provide customer service by phone
- Educate consumers about insurance

# Summer Internship Program Outline

The insurance industry...one of the best kept secrets in employment. It is a business that contributes to the national economy and provides many opportunities for professional development and advancement. In an effort to address a shortage of licensed professionals, the National Association of Insurance Professionals, Inc. (NAIP) is offering a Summer Internship Program in Insurance.

## **NAIP's New Summer Internship Program in Insurance will:**

- Introduce participants to career and entrepreneurial opportunities in insurance.
- Provide professional licensures, credentialing, and soft skills development that can lead to livable wage jobs in the insurance and financial services industry.
- Create a structure that enhances the likelihood newly licensed professionals will remain in the insurance and financial services industry.

This internship will provide industry exposure, preparation for professional licensure, and the work-place competencies necessary to begin a career in the insurance and financial services industry. Participants will take part in theory and practical experiences that emphasize competencies in customer service, claims processing, and sales and marketing.

## **Skills & Competencies**

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*Professional Licensing* - Participants will prepare to take and pass state licenses in: (1) Property and Casualty insurance; (2) Life, Accident, and Health insurance.

*Customer Service* – Participants will learn how to provide superior customer service via telephone and online.

*Sales and Marketing* – Participants learn sales and marketing basics and to use social media to help educate consumer about the importance of insurance.

*Entrepreneurship* – Participants learn the basics of starting and operating a small business. Creatively seek out and identify business opportunities; Develop budgets and forecast resource needs; Understand various options for acquiring capital.

*Soft Skills* – Punctuality, professional dress, effective communication, team work, leadership, negotiation, sociability, and conflict resolution skills will be reinforced each day.

*Quotation* – Participants will learn how to prepare and present quotations for auto, home, business, and life insurance.

*Basics of Claims Reporting* – Participants will be exposed to the claims handling process which includes the technical knowledge regarding how to enter claims information into a system, as well as practical knowledge regarding walking customers through this very difficult procedure.

*Typing and Data Entry (as needed)* - Participants will practice typing to improve their speed and accuracy.

## Additional Information

**Program Length:** Up to 180 hours.

**Location:** Although the internship program can be delivered 100% virtually, our preference is to bring the group together for as many days as conditions will allow.

**Entrance Requirements:** Must be at least 17.5 years of age. Read English at a basic level. A high school diploma is preferred but not required.

**Incentives (Weekly Stipend):** Using a earn as you go format, participants will earn a daily stipend (paid weekly). Punctuality, attire, professional etiquette, and participation will be evaluated each day. Deduction from the stipend (optional) can be made if participants do not meet the daily standards.

**Summer Program Begins:** As early as Saturday, May 21<sup>th</sup> 2022.

**Credentials Earned:** (1) Property/ Casualty Insurance and (2) Life and Health Insurance.

**Participants:** Must be at least 18 years of age by June 1, 2022.

Not sure whether an insurance or financial services career is for you? Check out the table below.

PREPARATION LEVEL	OCCUPATION	PREFERRED EDUCATIONAL LEVEL	MEDIAN EARNINGS USA 2020
<b><i>Entry-Level</i></b>	Licensed Customer Service Representative	Insurance License in Property Casualty and/or Life and Health. A High School Diploma or GED is preferred but is not required.	\$17.23 hourly \$35,830 annual
	Insurance Sales Agent	Insurance License in Property Casualty and/or Life and Health. A High School Diploma or GED is preferred but is not required.	\$25.08 hourly \$52,180 annual
	Insurance Claims & Policy Processor	High School Diploma or GED; Certificates, Business Admin., Cash Handling; Insurance License in Property Casualty and/or Life and Health	\$20.22 hourly \$42,050 annual
<b><i>Middle-Skill</i></b>	Brokerage Clerk	Certificates in Business Administration, Cash Handling, Insurance License in Property Casualty and/or Life and Health	\$26.57 hourly, \$55,270 annual
	Claims Adjusters, Examiners, & Investigator	Certificates in Business Admin.; Insurance License in Property Casualty and/or Life and Health	\$32.82 hourly, \$68,270 annual
<b><i>HIGH-SKILL</i></b>	Securities, Commodities & Financial Services Sales Agent	Degrees in Accounting, Finance, Business Administration & Management; Licenses: Series 7, Property Casualty and/or Life and Health	\$31.14 hourly, \$64,770 annual
	Personal Financial Advisor	Degrees in Accounting, Finance, Business Administration & Management; Licenses: Series 7, Property Casualty and/or Life and Health	\$42.95 hourly, \$89,330 annual