

# INSURANCE AGENTS AND BROKERS (NOC: 6231)



Completion of **secondary** school is usually required and **on-the-job training** and insurance industry **courses** are required for employment.



Work Prospects  
(2018 - 2020): **Fair**

Insurance agents and brokers sell life, automobile, property, health and other types of insurance to individuals, businesses and public institutions. Insurance agents are employed by individual insurance companies or are independent representatives of specific insurance companies. Insurance brokers are employed by brokerage firms, or may work in partnerships or hold sole proprietorship. Supervisors of insurance agents are included in this unit group.

Insurance managers  
(NOC: 0121)

Insurance underwriters  
(NOC: 1313)

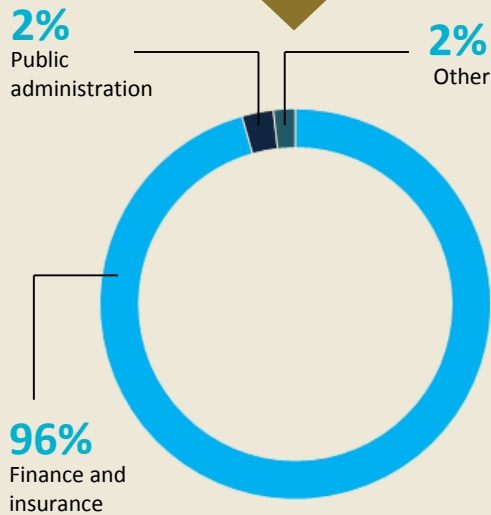
**Related Occupations**

Financial sales representatives  
(NOC: 6235)

Supervisors, finance and insurance office workers  
(NOC: 1212)



## Employment by Industry



## Examples of duties performed

- Sell automobile, fire, health, life, property, marine, aircraft and other types of insurance to clients
- Establish client insurance coverage, calculate premiums and establish method of payment
- Provide information concerning group and individual insurance packages, the range of risk coverage, benefits paid and other policy features
- Ensure appropriate forms, medical examinations and other policy requirements are completed
- Monitor insurance claims and respond to clients' enquiries
- Identify and solicit potential clientele.



## Sample Job Titles

Insurance sales representative

Insurance sales supervisor

Insurance agent

# 311

Job Openings  
2017-2026

# \$20.19

Median  
Wage  
(per hour)



Funded by the Government of Canada and the Province of New Brunswick through the Canada-New Brunswick Labour Market Agreements.

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