



Why I Chose a Career in Insurance (And You Should, Too)

Choosing a career is one of the most significant decisions a person can make, often looming over students throughout high school and college. The world offers countless paths – finance, engineering, trades, technology – each promising stability, financial growth, and professional prestige. Yet, one industry often remains overlooked despite its vast opportunities: insurance. Not only is insurance a viable career choice, but it is also a field that cultivates essential professional skills, fosters resilience, and provides a profound sense of purpose.

A Career I Never Expected

I admit: a career in insurance was never on my radar. My initial aspirations ranged from working in university admissions to launching a podcast. But life had other plans. I stumbled upon an opportunity as an account executive at an independent insurance agency, eventually transitioning into client services. Four years later, I have not only built expertise in the insurance market but have also gained invaluable skills that extend beyond the profession itself.

Here are some of the most important lessons I have learned:

- Resilience in the Face of Rejection – Learning to accept and move past rejection quickly is crucial in this industry. Hearing "no" is part of the job but so is finding the next "yes."
- Anticipating Client Needs – Success comes from knowing what to ask and having answers before clients even voice their concerns.
- Empathy and Advocacy – Listening to clients' stories and standing with them in challenging times is important, but true service means acting on their behalf.
- Persistence and Problem-Solving – The insurance industry presents constant challenges, requiring creativity and adaptability to craft solutions tailored to each client's needs.
- Meticulous Attention to Detail – Every client has unique risks, and managing those risks requires precision and thoroughness.
- Extreme Ownership – Taking full responsibility for the quality and integrity of your work is non-negotiable.

Why I Chose a Career in Insurance (cont'd)

More Than Just a Job

Friends and family often ask, "Why stay in such a tough industry?" A year ago, my answer might have been simple: "It's what I know." Today, my perspective has evolved. The real reason I stay is not just job security or career options – it is the people.

The clients who trust me to protect their most valuable assets. The colleagues who challenge and inspire me. The industry mentors who invest in my growth. The relationships I have built in insurance have had a direct impact on my professional and personal life.

Many professionals find themselves in insurance by accident, unsure of their next steps after college. For some, it is a stable job with a paycheck and benefits. But those who thrive in this industry quickly realize that it demands resilience, service, and an unwavering commitment to excellence. The best in our field are not just skilled professionals; they are leaders, mentors, and problem-solvers who make a tangible difference.

A Career Worth Considering

If you are a recent graduate or someone looking for meaningful work, insurance might not be the first industry that comes to mind. But I encourage you to take a closer look.

Four years ago, I took a job simply to pay the bills. Today, I could not imagine being anywhere else. The insurance industry has provided me with more than a career – it has given me a purpose. I take pride in serving clients, safeguarding their businesses and livelihoods, and building a network of trusted professionals.

We live in a world that often prioritizes individual success over collective well-being. But in insurance, you learn the true value of service, partnership, and collaboration. You discover that by working together, we create better solutions for our clients and a stronger industry overall.