

**OCCUPATION
HIGHLIGHTS**

#2 Occupation in the
Finance and Insurance
Sector
(11% of all jobs in the sector)

Number of jobs 2017
188

CHANGE IN # OF JOBS
2016 - 2017
↑ 6%

Median Earnings (2017)
\$21.24/hr

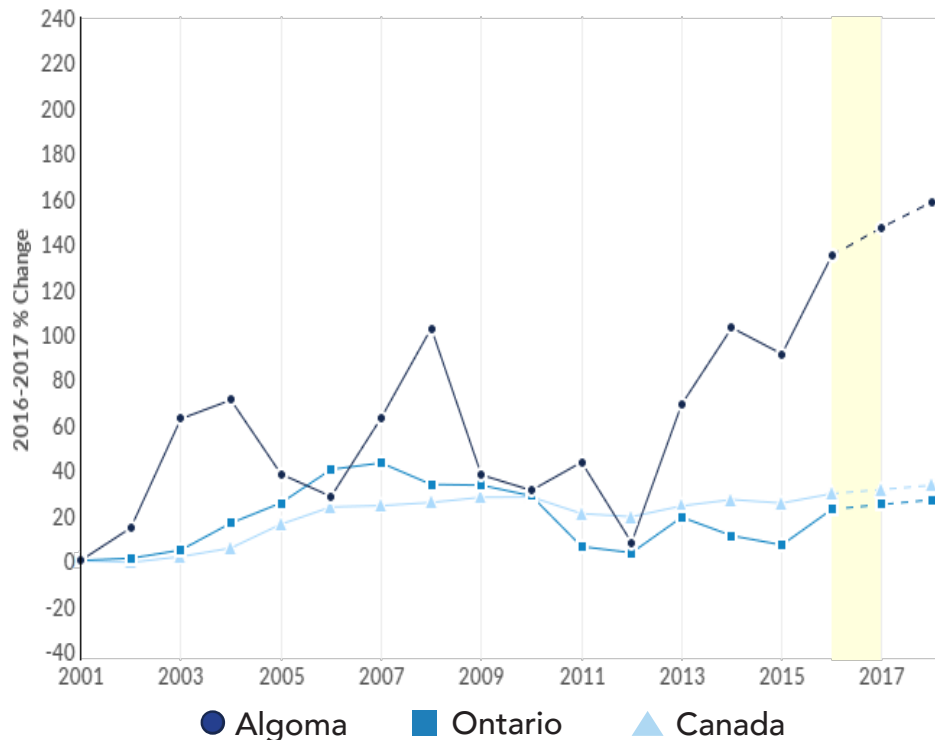
Earnings Range (2017)
\$16.93/hr → \$26.64/hr

Aging Workforce
67% Over the age of 45

Gender
50% Female 50% Male

**INSURANCE AGENTS AND
BROKERS
NOC 6231**
Insurance Agents and Brokers in Algoma

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 or insurance agents are included in this unit group.

Employment Trends


REGION	2016 JOBS	2017 JOBS	CHANGE	% CHANGE 2016 - 2017	MEDIAN HOURLY EARNINGS
Algoma	178	188	10	6%	\$21.24
Ontario	18,402	18,715	313	2%	\$23.00
Canada	52,296	53,030	734	1%	\$22.90

Job Titles

- automobile insurance agent
- automobile insurance salesman/woman
- district supervisor
- field agent
- fire insurance agent
- fire insurance salesman/woman
- general insurance representative
- group insurance representative
- insurance agent
- insurance agent supervisor
- insurance broker

INDUSTRIES OF EMPLOYMENT

AGENCIES, BROKERAGES AND OTHER INSURANCE RELATED ACTIVITIES	63%
INSURANCE CARRIERS	21%
DEPOSITORY CREDIT INTERMEDIATION	4%
PROVINCIAL AND TERRITORIAL PUBLIC ADMINISTRATION	3%
OTHER FINANCIAL INVESTMENT ACTIVITIES	2%

What Are The Typical Job Duties?

- 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

Campus Based Courses Available In Algoma

- Bachelor of Business Administration (Algoma University)
- Completion of educational programs through the Insurance Institute of Canada or its provincial counterpart

Insurance Agents and Brokers in Algoma

REGION	2016 JOBS	2017 JOBS	2016 - 2017 CHANGE	2016 - 2017 % CHANGE
Sault Ste. Marie	152	159	7	5%
Thessalon	20	22	2	10%
Hornepayne	<10	<10	-	-