



South Dakota High Demand & High Wage Career



Career Cluster: Finance

Insurance Sales Agents

Standard Occupational Code 41-3021

What They Do

Contact potential customers and sell one or more types of insurance. Just a few examples are home, renter's, automobile, life, health, crop and extended care. Insurance sales agents explain various insurance policies and help clients choose plans that suit them.

Is This For You?

Work Interests are described in the following categories (compatible with Holland's Model). People who tend to succeed in this career are:

Enterprising (Persuaders) — Like to influence, persuade or lead people and manage others. They enjoy working on a team toward goals, competition and business-like activities.

Conventional (Organizers) — Detail oriented and organized. They like to analyze data, keep financial records and do research. They can be counted on to be accurate and enjoy structure and closure.

Work Values are aspects of work that are satisfying to you. The following work values are generally associated with this career.

Independence — Allow employees to work on their own and make decisions.

Relationships — Provide service to others and work with co-workers in a friendly, non-competitive environment.

Achievement — Results oriented, allow use of strongest abilities and provide feeling of accomplishment.

Abilities reflect a person's aptitude to acquire skills and knowledge. The following abilities are important for success in the career.

- Oral Comprehension
- Oral Expression
- Written Comprehension
- Speech Clarity
- Speech Recognition
- Written Expression
- Near Vision

Basic Skills You Need

- Reading Comprehension
- Active Listening
- Speaking
- Critical Thinking
- Persuasion
- Writing
- Time Management
- Service Orientation
- Negotiation

Education & Training

To be competitive in the job market, some postsecondary education in a sales or business program is recommended for insurance sales agent positions. The most important quality is often a proven record in sales and the ability to establish a relationship with customers.

Recommended Levels* for the National Career Readiness Certificate

Applied Math	4
Workplace Documents	5
Graphic Literacy	5

*Using the median skill level.

Where They Work

The South Dakota industries which employ the largest number of insurance sales agents are:

- Finance and Insurance
- Self Employment
- Professional, Scientific, and Technical Services

South Dakota Employment & Wages

2022 Employment	2032 Employment	Numeric Change	Percent Change	Average Annual Openings	Annual Median Wage	Annual Average Wage
2,736	3,042	306	11.2%	259	\$62,600	\$75,660

Additional References

Labor Market Information Center

www.dlr.sd.gov/lmic

Career OneStop

www.careeronestop.org

O*Net Online

www.onetonline.org

mySkills myFuture

<https://www.myskillsmyfuture.org/>

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Labor Market Information Center
South Dakota Dept. of Labor and Regulation
605.626.2314

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July
2024