

Insurance Sales Agents (41-3021)

Occupation description: Sell life, property, casualty, health, automotive, or other types of insurance. May refer clients to independent brokers, work as an independent broker, or be employed by an insurance company.

Employment and Job Openings

	Employment			Average annual openings		
	2016 estimate	2026 projection	Percent change	Labor force exits	Occupation transfers	Total
Alaska	348	354	1.7	14	19	34
United States	501,400	551,200	9.9	21,400	28,300	54,680

Job outlook

Alaska: Alaska's employment growth is low with moderate employment opportunities. [Read more.](#)

2019 Wages

	Mean Wage	Wage by Percentile				
	Mean	10th	25th	Median	75th	90th
United States	32.59	13.46	17.56	24.49	37.24	60.33
Alaska	32.52	16.18	19.26	25.31	33.90	52.40
Anchorage/Mat-Su Area	31.17	16.04	18.75	24.61	32.35	52.48
Fairbanks North Star Borough	24.65	14.72	17.10	21.48	30.47	43.39
Balance of State	44.55	22.16	25.74	29.64	47.70	*

* indicates the estimate is not available, or the hourly wage is greater than \$100, or the annual wage is greater than \$208,000.

Labor Force Indicators

2016 Worker Characteristics

Total workers	Nonresident workers	Percent nonresident	Percent age 45 plus	Percent age 50 plus
428	35	8.2	34.7	26.1

2016 Potential Supply

Qualified but working in another occupation	92
Currently employed in a lower paid occupation	67
UI claimants previously working in occupation	20

2016 ALEXsys Employment Data

Number of registrants	278
Number of job position postings	30
Ratio of registrants to job position postings	9.3

Alaska Licensing Information

Insurance Occupations – [View licensing requirements and number licensed](#)

Typical Entry-level Education, Experience, and/or On-the-job Training

Education: High school diploma or equivalent

Work experience: None

On-the-job training: Moderate-term on-the-job training

Training Resources

	Degree
Insurance License Preparation of Alaska (Anchorage)	
2-Hour Employment Practices Liability	
4-Hour Cyber Liability Coverage	
4-Hour Personal Auto Policy	
8-Hour Long Term Care, Initial	
Alaska Credit Class for Car Dealer Finance Departments	
Alaska Independent Adjuster License	
Bail Bond License	
Ethics	
Long Term Care 4-Hour Update	
Managing General Agent License	
Property/Casualty	
Surplus Lines	
The Life and Health Class	