



2018 Projected Employment in Insurance Agencies and Brokerages

Note: Total, all occupation is presented for comparison purposes.

Occupation	2008		Projected 2018		Change, 2008-2018	
	Employment (in thousands)	Percent of Industry	Employment (in thousands)	Percent of Industry	Number (in thousands)	Percent
Total, all occupations	670.1	100.00	758.7	100.00	88.6	13.2
Insurance sales agents	221.2	33.01	272.1	35.86	50.9	23.0
Customer service representatives	89.4	13.34	100.0	13.18	10.6	11.8
Office clerks, general	40.6	6.06	44.5	5.87	3.9	9.7
Secretaries, except legal, medical, and executive	35.5	5.30	36.2	4.77	0.6	1.8
Claims adjusters, examiners, and investigators	19.6	2.92	21.5	2.83	1.9	9.7
Executive secretaries and administrative assistants	16.6	2.48	18.2	2.40	1.6	9.7
Bookkeeping, accounting, and auditing clerks	15.5	2.31	16.9	2.23	1.4	9.1
Insurance underwriters	15.7	2.35	15.5	2.05	-0.2	-1.3
Receptionists and information clerks	13.6	2.03	14.9	1.97	1.3	9.7
First-line supervisors/managers of	12.5	1.87	13.7	1.81	1.2	9.6

office and administrative support workers						
General and operations managers	12.0	1.79	12.1	1.59	0.1	0.6
First-line supervisors/managers of non-retail sales workers	7.4	1.10	8.1	1.07	0.7	9.7
Accountants and auditors	6.5	0.97	7.4	0.97	0.9	13.5
Securities, commodities, and financial services sales agents	5.0	0.75	5.5	0.72	0.5	9.7
Sales managers	3.6	0.54	4.4	0.58	0.7	20.6
Personal financial advisors	3.3	0.50	4.4	0.58	1.0	31.6
Financial managers	3.6	0.54	4.0	0.52	0.3	9.5
Sales representatives, services, all other	3.3	0.50	3.6	0.48	0.3	9.0
Billing and posting clerks and machine operators	2.9	0.43	3.1	0.41	0.3	9.7
File clerks	4.3	0.64	3.1	0.40	-1.2	-28.7
Business operation specialists, all other	2.7	0.41	3.0	0.40	0.3	10.3
Market research analysts	2.2	0.33	2.7	0.35	0.5	20.6
Telemarketers	2.8	0.42	2.5	0.33	-0.3	-12.3
Management analysts	2.3	0.35	2.5	0.34	0.2	9.9
Data entry keyers	2.8	0.41	2.5	0.33	-0.3	-9.4
Computer support specialists	2.2	0.33	2.2	0.29	0.0	-1.3
Chief executives	2.2	0.33	2.2	0.28	0.0	-1.3
Financial analysts	1.7	0.25	2.0	0.27	0.4	20.7
Computer systems analysts	1.7	0.25	1.9	0.25	0.2	9.1
Network and computer systems administrators	1.6	0.23	1.8	0.23	0.2	11.8
Compensation, benefits, and job analysis specialists	1.4	0.21	1.7	0.23	0.3	24.6

Administrative services managers	1.5	0.23	1.7	0.23	0.2	10.7
Janitors and cleaners, except maids and housekeeping cleaners	1.6	0.23	1.6	0.20	0.0	-1.3
Compliance officers, except agriculture, construction, health and safety, and transportation	1.2	0.18	1.6	0.21	0.4	34.2
Mail clerks and mail machine operators, except postal service	1.6	0.24	1.5	0.19	-0.2	-10.5
Retail salespersons	1.2	0.18	1.5	0.19	0.2	18.7
Marketing managers	1.4	0.21	1.5	0.20	0.1	9.0
Switchboard operators, including answering service	1.6	0.25	1.4	0.19	-0.2	-12.3
All other financial specialists	1.2	0.17	1.3	0.17	0.1	11.1
Training and development specialists	1.1	0.16	1.3	0.17	0.2	20.6
Public relations specialists	1.0	0.15	1.2	0.16	0.2	20.6
Bill and account collectors	0.9	0.14	1.2	0.16	0.3	31.6
Computer and information systems managers	1.1	0.16	1.2	0.16	0.1	11.8
Insurance appraisers, auto damage	1.0	0.14	1.1	0.14	0.1	11.8
Computer software engineers, applications	0.8	0.12	1.0	0.13	0.2	23.0
Computer programmers	1.2	0.17	1.0	0.13	-0.1	-12.3
Actuaries	0.9	0.13	1.0	0.13	0.1	16.4
Network systems and data communications analysts	0.7	0.10	1.0	0.13	0.3	50.9
Sales and related workers, all other	0.8	0.12	0.9	0.12	0.1	8.6
All other managers	0.7	0.11	0.8	0.10	0.1	10.9
Loan officers	0.7	0.10	0.8	0.11	0.1	17.4
Lawyers	0.7	0.11	0.8	0.11	0.1	9.9
Word processors and typists	0.8	0.13	0.8	0.10	-0.1	-9.4

Title examiners, abstractors, and searchers	0.7	0.11	0.7	0.09	0.0	1.7
Office and administrative support workers, all other	0.8	0.12	0.7	0.09	-0.1	-12.2
Employment, recruitment, and placement specialists	0.6	0.08	0.7	0.09	0.1	20.6
Real estate sales agents	0.6	0.09	0.7	0.09	0.1	10.5
Sales representatives, wholesale and manufacturing, except technical and scientific products	0.6	0.09	0.6	0.08	0.0	7.4
Brokerage clerks	0.6	0.09	0.6	0.08	0.0	-1.3
Human resources assistants, except payroll and timekeeping	0.6	0.09	0.6	0.07	0.0	-5.1
Maintenance and repair workers, general	0.5	0.07	0.6	0.07	0.1	13.2
Human resources, training, and labor relations specialists, all other	0.4	0.06	0.5	0.06	0.1	20.7
Interviewers, except eligibility and loan	0.5	0.07	0.5	0.07	0.0	9.7
Payroll and timekeeping clerks	0.5	0.08	0.5	0.07	0.0	-8.0
Loan interviewers and clerks	0.5	0.07	0.5	0.07	0.0	9.7
Database administrators	0.4	0.06	0.5	0.06	0.1	11.8
Compensation and benefits managers	0.4	0.05	0.4	0.05	0.0	10.9
Registered nurses	0.3	0.05	0.4	0.05	0.0	13.6
Office machine operators, except computer	0.5	0.07	0.4	0.06	0.0	-9.5
Computer operators	0.6	0.09	0.4	0.05	-0.2	-27.3
Operations research analysts	0.3	0.04	0.3	0.04	0.1	20.6
Training and development managers	0.3	0.04	0.3	0.04	0.0	10.5
Paralegals and legal assistants	0.3	0.04	0.3	0.04	0.1	20.6

Correspondence clerks	0.3	0.05	0.3	0.04	0.0	-12.1
Financial examiners	0.2	0.03	0.3	0.04	0.1	45.6
Information and record clerks, all other	0.2	0.03	0.2	0.02	0.0	-12.3
Graphic designers	0.1	0.02	0.2	0.02	0.0	9.4
Legal support workers, all other	0.2	0.03	0.2	0.03	0.0	13.1
Public relations managers	0.2	0.03	0.2	0.02	0.0	9.4
Travel agents	0.2	0.03	0.2	0.02	0.0	9.1
Advertising sales agents	0.2	0.02	0.2	0.02	0.0	10.2
First-line supervisors/managers of retail sales workers	0.2	0.03	0.2	0.03	0.0	7.8
Private detectives and investigators	0.1	0.02	0.2	0.02	0.0	8.5
Couriers and messengers	0.2	0.04	0.2	0.03	0.0	0.6
Computer software engineers, systems software	0.2	0.03	0.2	0.03	0.0	23.0
Legal secretaries	0.2	0.04	0.2	0.03	0.0	1.7
All other human resources managers	0.2	0.03	0.2	0.03	0.0	10.3
Purchasing agents, except wholesale, retail, and farm products	0.2	0.02	0.2	0.03	0.0	20.6
All other computer specialists	0.2	0.02	0.2	0.02	0.0	11.1
Cost estimators	0.1	0.01	0.1	0.01	0.0	23.1
Desktop publishers	0.1	0.01	0.1	0.01	0.0	-12.6
Stock clerks and order fillers	0.1	0.01	0.1	0.01	0.0	8.6
New accounts clerks	0.1	0.01	0.1	0.01	0.0	2.8
Taxi drivers and chauffeurs	0.1	0.01	0.1	0.01	0.0	9.8
Advertising and promotions managers	0.1	0.01	0.1	0.01	0.0	-1.3
Procurement clerks	0.1	0.01	0.1	0.01	0.0	9.7
Maids and housekeeping cleaners	0.1	0.01	0.1	0.01	0.0	-10.5

Security guards	0.1	0.01	0.1	0.01	0.0	10.4
Occupational health and safety specialists	0.1	0.01	0.1	0.01	0.0	11.1
Licensed practical and licensed vocational nurses	0.1	0.01	0.1	0.01	0.0	13.0
Statistical assistants	0.1	0.02	0.1	0.01	0.0	5.9
All other media and communication workers	0.1	0.01	0.1	0.01	0.0	10.3
Statisticians	0.1	0.01	0.1	0.01	0.0	11.2
Credit analysts	0.1	0.02	0.1	0.02	0.0	20.6
Medical and health services managers	0.1	0.02	0.1	0.02	0.0	11.4
Budget analysts	0.1	0.01	0.1	0.01	0.0	11.4

Source: United States Department of Labor
Last updated: 12/10/2009