

# The Business and Risk Management Program

Opportunities in the insurance industry are endless. Insurance careers offer great earning potential, stability in a growing industry as well as a challenging and rewarding career path. This program allows students to explore the industry through a partnership with nationally recognized, Accident Fund Insurance Company of America. Students enrolled in this program will spend four (4) days per week in the classroom, and one (1) day per week at Accident Fund learning about the variety of careers in the insurance field while gaining hands-on experience.

## Career choices can include:

- ◆ Agent
- ◆ Actuary
- ◆ Claims Adjuster
- ◆ Special Investigator
- ◆ Loss Prevention Specialist
- ◆ Marketing Representative
- ◆ Network Administrator
- ◆ Product Development Specialist
- ◆ Underwriter

**Job Outlook:** Forty (40) percent of the current local workforce in this field is age 55 or older and will soon retire. Some of the high demand areas that will see faster than average employment growth include Insurance Sales Agents, Actuaries, Information Security Analysts, Marketing Specialists and Management Analysts to name a few. (Source: Bureau of Labor Statistics, onetonline.org)

## Salary Ranges: (median state wages)

Insurance Sales Agent \$48,210      Claims Examiner \$61,191  
 Actuary \$94,340      Fraud Examiner \$62,510

## Program Partners:

### College Partnerships:

Olivet College (12 credits)

### High School Credit\*:

4th Year Math  
 3rd Year Science  
 Elective  
 Visual Performing Arts  
 World Language

### Certifications:

AINS 21 Property & Liability Insurance Principles  
 AINS 22 Personal Insurance  
 AINS 23 Commercial Insurance  
 AINS 24 PC Licensing

**To Apply:** Contact Mr. Aldrich at david.aldrich@lansingschools.net or call 517.755.4690.

\*Home school determines credit allocation.



**Note:** The session of this program will be housed at Sexton High School. Transportation to Accident Fund Insurance Company will be provided to all students from their classroom location.

WORK VALUES: Achievement, Relationships & Independence			
GRADE LEVEL	PROGRAM DURATION	TIME OFFERED	TRANSPORTATION
Junior/Senior	2 Years	AM/PM	Provided