

Build Your Foundation
For a Career in Insurance
Online at Northeast Community College



An Official InVEST Program



can help.

InVEST Nebraska is a cooperative effort by IIAN, the IIAN Foundation and Project InVEST to improve insurance literacy and train new talents for a career in the insurance industry in Nebraska and Nationwide.

Insurance Careers

Risk Manager

Work with corporations to determine how they can best protect themselves against loss and damage

Claims Adjuster

Help people get settled financially after they have suffered personal injury or property damage

Broker and Agent

Build close personal and business relationships to help people acquire the kind of protection that best provides them with peace of mind

Underwriter

On the behalf of the insurance industry, assess and analyze personal and business risks to develop coverages that safeguard lives, properties, personal possessions, and businesses

Loss Control Specialist

Help underwriters assess risk by investigating and inspecting businesses to identify and describe exposure for loss

Actuary

Responsible for determining the risk involved in insuring a person's life, their property, their health or their business

Service Representatives

Serve as a direct point of contact for customers. They are responsible for ensuring that their company's customers receive an adequate level of service or help with their questions and concerns

Advantages of a career in Insurance

Recognition: Insurance professionals lead businesses and communities

Rewards: Competitive compensation matches job satisfaction

Flexibility: The industry invites people to take charge and work on their own at any location

Challenge: People in insurance make a difference by solving problems and helping people

Variety: Every day is a new adventure. The work is as varied as the customers' needs

Advancement: Self-motivated, skilled people advance quickly

Benefits of Enrolling In Insurance Services Courses Offered through NECC

Whether you choose the **one-year certification option**, the **two-year Associate Degree**, or take one course at a time, you will increase your knowledge base and build the foundation for a **life-long career in insurance**.

- Each insurance course is accelerated, with a duration of 8 weeks
- The insurance courses use texts developed by the Insurance Institute of America (IIA)

After completion of the first 3 courses, you will be prepared for the Insurance Institute of America exams which leads to the Institute's **Associate in General Insurance (AINS) professional designation** - equivalent to completing CPCU Part I.

Associate Degree

7 Core Insurance Courses based on Insurance Institute of America (IIA) curriculum

Students can earn IIA Professional Designation

Each Course – 8 Weeks Online

Complete in 2 Years

Targeted to recent high school graduates and more experienced career changers who want to achieve a 2-year degree

Prior college credits can meet some degree requirements

Insurance Certificate

7 Core Insurance Courses based on Insurance Institute of America (IIA) curriculum

Students can earn IIA Professional Designation

Each Course – 8 Weeks Online

Complete in 1 Year – or at your own pace

Targeted to “beginners” in agencies and companies who want to elevate their knowledge and get college credit to achieve career goals

All but one course is approved for CE for insurance products by Nebraska Insurance Department.

It's All Online!

Northeast

community college

www.northeast.edu

Associates Degree

First Semester

AGRI 1420 Interpersonal Skills*
PSYC 1810 *Intro to Psychology*
BSAD 1070 Business Math
BSAD 2240 Principles Of Insurance
BSAD 2520 Principles of Marketing
ENGL 1010 English Composition
INFO 1100 Microcomputer Applications *
OFFT 1500 *Microsoft Office*

Second Semester

BSAD 2010 Personal Insurance
BSAD 2020 Commercial Insurance
BSAD 2160 Customer Service & Business Etiquette
BSAD 2540 Principles of Management
ECON 1040 Personal Finance*
ECON 2110 Macroeconomics

Third Semester

ACCT 1200 Accounting I
BSAD 2050 Business Communications
BSAD 2260 Intro to Claims
BSAD 1100 Foundations of Mathematics
SPCH 1010 Fundamentals of Comm.*
SPCH 1110 Public Speaking

Fourth Semester

BSAD 2130 Salesmanship
BSAD 2320 Agency Operations
BSAD 2340 Intro to Underwriting
BSAD 2510 Organizational Behavior
BSAD 2700 Business Law 1
BSAD 2750 Applied Business Projects

* Courses can be replaced with italicized courses.

Certificate Program

BSAD 2240 Principles of Insurance

BSAD 2010 Personal Insurance

BSAD 2020 Commercial Insurance

BSAD 2260 Intro to Claims

BSAD 2130 Salesmanship

BSAD 2320 Agency Operations

BSAD 2340 Intro to Underwriting

The Insurance Services Certificate option will allow students to acquire skills at an accelerated pace that can be completed in a year or at the student's pace. These courses are all offered online and can be taken from anywhere in Nebraska. All online classes include discussions with the instructor and other students weekly. In addition, projects will take students to insurance providers in their community for real-world learning opportunities.

The Insurance Services Degree option will allow students to acquire business skills in a career that touches all industries. With a degree in insurance, graduates can build a successful career as an agency (producer), claims adjuster, customer service representative, or underwriter. Online insurance courses are taught by certified insurance professionals, and include discussions with the instructor and other students weekly. In addition, projects will take students to insurance providers in their community for real-world learning opportunities. The internship can be completed in an insurance office near the student's home, or at a larger company's headquarters.