

INSURANCE AGENT

An Insurance Agent works for an insurance company and sells its policies for a commission. They are also the legal representatives of the insurers.

PERSONAL COMPETENCIES



- You like to try to persuade people
- You can comfortably talk with all kinds of people
- You like to do filing or typing
- You like to work with numbers or charts



The approx. course fee ranges between **INR 15,000 - 30,000.***

**These figures are estimated numbers and will vary from Institute to Institute.*

SCHOLARSHIPS

• **National Scholarship Portal** - Visit www.scholarships.gov.in. Under this portal there are Central Government schemes, UGC/AICTE Schemes and Assam Government Schemes offered by different departments*

• Visit www.buddy4study.com for details on available scholarships. This is a gateway to scholarships starting from Class XI*

• Scholarships are also available in the institutes based on merit*

**(Availability of these scholarships can vary from time to time)*

LOANS

• VidyaLakshmi, www.vidyalakshmi.co.in, is a portal for students seeking education loan. This portal has been developed under the guidance of the Department of Financial Services, (Ministry of Finance), Department of Higher Education (Ministry of Human Resource Development) and Indian Banks Association (IBA)

• All banks give education loans



ENTRY PATHWAY

1. Complete Class 10 (applicable for candidates from rural areas with a population of less than 5,000 people)
2. Pursue a 6-month Industrial Training Institute course for insurance agents, appear for the Insurance Regulatory and Development Authority Exam
OR
Pursue a 6-month Industrial Training Institute course for insurance agents, earn work experience, and then take the Insurance Regulatory and Development Authority Exam
OR
3. Complete 10+2 in Commerce or Science stream (Physics, Chemistry and Mathematics), Complete a 50-hour training from an IRDA-approved training institute for General/Life insurance licence or 75-hour training for a composite licence, then clear IC33 exam for Life Insurance & IC34 for General Insurance licence
(You can choose to take this pathway after your undergraduate course)

Please check the duration of the course during enrolment



EXPECTED INCOME

**The figures are indicative & subject to change*

The approx. salary of an Insurance Agent ranges between **INR 16,688 - 50,000*** or more per month.

Source: <https://in.talent.com/salary?job=insurance+agent>

WHERE WILL YOU WORK?

Places of Work: Banks, Insurance and other Financial Service Organizations.

Entrepreneurship: You can choose to work independently.

Work Environment: You will have a desk job. Local travel is a part of the job role. You will be working regular hours. Organizations usually work for 5 to 6 days a week and 8 to 9 hours every day. This may vary from organization to organization.

Opportunities for work exist for differently abled in this field

EXPECTED GROWTH PATH

Officer → Insurance Agent → Insurance Area Manager → Regional Head → Zonal Head → National Head

Search keywords...



insurance advisor, financial planner

WHERE WILL YOU STUDY?

• Any recognized college, which offers Bachelor's in Commerce/Finance and related subject

• Some of the IRDA-recognized training institutes:

1. HRD Foundation, New Delhi
2. Insurance Academy – North East, Guwahati
3. Insurance Academy, Pune
4. Usha Deep Insurance & Management Services Pvt. Ltd, Lucknow
5. Udaipur Insurance Institute
6. Indian Insurance Institute, Kolkata
7. Delhi Insurance Institute
8. Bhopal Insurance Institute

Information on Institute rankings is available at - <https://www.nirfindia.org/2022/Ranking.html>



EXAMPLE FROM THE FIELD

Businessman **Lachhman Das Mittal**, 89, is the owner and chairman of Sonalika Group, which is the third-largest tractor manufacturer in India. Mittal started his career as an LIC agent. Mittal completed his M.A. in English & Urdu from Panjab University.*

Source: <https://www.businesstoday.in/latest/corporate/story/this-industrialist-was-an-lic-agent-earlier-is-a-billionaire-now-hurun-india-rich-list-2020-274316-2020-09-30>

**The above information is for training purposes only and will not be used for any commercial gains*