As the average U.S. insurance agent reaches retirement age, they’re making room for younger agents to take over an industry that’s already perfect for millennials.

The average age of independent insurance agents is 59 years old.1

1 out of 3 agents referred by friends.2

The millenial generation’s lifestyle is technologically driven, thus almost every aspect of the insurance industry is available online and can be accessed from anywhere.

Technology

Millenials in insurance reported that using video messaging (Skype, FaceTime), Instagram, instant messaging and texting have helped with work efficiency.

Do Good

A pattern among millenials is that many feel the need to give back and help other people.3 Swiss Re’s president for regional and national property and casualty Keith Wolfe says a job as an insurance agent is the perfect way to meet that need.

“Insurance is about protecting lives and livelihoods, providing the means to carry on following adversity. That’s an important mission and a very compelling reason for millennials to find the industry rewarding.” – Keith Wolfe

Benefits of Selling Insurance as Cited by Millennials:

- Career growth opportunities
- Rate of compensation
- Healthy work-life balance

READY TO GET STARTED?

SIGN UP for your guide to kicking off a career in insurance sales!

Sources: