

## Paid Internships Available!!

### Apply Now!

Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone/Cell: \_\_\_\_\_

E-mail: \_\_\_\_\_

College: \_\_\_\_\_

Major: \_\_\_\_\_

GPA: \_\_\_\_\_

Where do you see yourself in five years?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

What City do you want to Work In?

\_\_\_\_\_

Do You Have a Resume

( ) Yes ( ) No

Hi, my name is Dawn Abasta and I am the current President of the IBA San Fernando Valley. I found out about the commercial insurance industry while attending Junior College at College of the Canyons in Santa Clarita California. I was a struggling business student and I was also a single mother.



I found a job listing on the local college board and answered the ad. I was soon on the fast track to a lifetime career. Thanks to the insurance industry I single handedly raised my son, and have achieved promotion after promotion. This industry has allowed me to work with big name events like the Los Angeles Auto Show, meet congressmen in Washington DC, transact business with international companies and meet many interesting people every day. And that is just a little taste of what can happen.

The insurance industry is fast paced and exciting. Whether you choose to be an account manager or an account executive, you will be challenged and meet new and interesting people everyday! I find the most amazing part of this is that most of the positions in the industry do not require a four year degree and the sky is the limit on income if you have the motivation to make it happen!

Once you have experience in this industry you will also find job security that is unmatched by any other profession. Good Insurance Professionals are a hot commodity!! There are agencies and companies standing by right now waiting for you, so apply now for an internship or enroll in an InVest class today!!



Training  
Tomorrow's  
Insurance  
Industry  
Leaders

[www.ibasfv.org](http://www.ibasfv.org)

[www.investprogram.org](http://www.investprogram.org)

*Start a career now!*



For over 30 years, volunteers, association staff and educators nationwide have been the driving force of this one-of-a-kind program that educates high school and college students on insurance, Financial services and risk management. As a 501c(3) educational foundation, InVEST fuels the future of the independent agency system by developing a diverse pool of future insurance professionals. Furthermore, by instituting this program in high schools and colleges, educators provide students with knowledge that will affect their financial life, from a first car to retirement. InVEST teaches real-life skills.

### Testimonials

While in high school I was part of the Invest Program thru IBA San Fernando Valley, which referred me to my current employer L/B/W Insurance & Financial Services. I started as a file clerk, and then as a receptionist and finally to my current position as the administrative assistant for the life, disability and long term care department. I've been working at L/B/W for six years and I've learn so many skills that has helped me in my academic and personal life. I learned about the insurance business and how to communicate to client and carriers in a business oriented way.  
 Joselyn Rivas

My name is Talin Jabourian and I'm the first graduate of the InVest program at James Monroe High School in North Hills, California. I took the class in 1994 when it was first offered at the school. The intent of the class was to provide a general overview of insurance to the students and possibly create an interest for a future in the industry. I learned many things about insurance from the class mainly pertaining to personal lines coverages and companies. Towards the end of the semester Tri County Insurance – Calabasas needed a few high school students to start working part-time doing telemarketing. As a supporter of the program, they first approached my class and I was one of the individuals who took the job working a few hours in the evenings. In the summer I was asked to work a few more hours doing data processing. As time went on my responsibilities increased and I became a full time employee while going to college. I eventually transferred to the commercial department and became an account manager and after I graduated from CSUN with an Accounting degree I became the Commercial Department Manager and Accountant for the office. I now retain that position and have been with the company for 14 years. Had it not been for the Invest class I would have never thought about considering a job in the insurance industry. The class gave me the initial knowledge of the industry that helped me gain the desire to remain in the business and progress personally and professionally. Many doors have been opened for me over the past 14 years and I attribute all of that to initial doors opened for me by the Invest class.

Talin Jabourian

### Industry Statistics - Independent Agent

<u>Position</u>	<u>Education/Experience</u>	<u>Pay</u>
Entry Level	High School	20-28k
Assistant	6 months to 1 Year	28-30k
Underwriter	Over Two Years Exp	30-60k
Senior Und	Over Five Years Exp	60-85k
Acct Exec	Varies	60k+
Producer	Varies	Unlimited

### Industry Statistics - Carrier Employees

<u>Position</u>	<u>Education/Experience</u>	<u>Pay</u>
Entry Level	High School	20-28k
Assistant	6 months to 1 Year	28-30k
Underwriter	Degree/carrier exp	30-70k
Und Mgr	Degree/ten yrs exp	70-85k
Mrkting Rep	3-5 Years in Industry	60k+

### Industry Statistics - Claims

<u>Position</u>	<u>Education/Experience</u>	<u>Pay</u>
Entry Level	Some industry Exp	30-35k
Adjuster	Bachelors Degree	40-45k
Field Adj	Bachelors/Five yrs exp	50k+

### Bottom line...

**There is no other professional industry like this!! Diverse, Ever Changing and Challenging!!**

