

CERTIFICATE IN INSURANCE SALES



GOODWIN DOES BUSINESS BETTER WITH PARTNERSHIPS

Today's insurance industry is a perfect career path for outgoing people who enjoy helping others protect their families, businesses, and assets. By building solid, long-term relationships, you will become a trusted, valuable resource to your clients, helping them plan wisely for the future. To help you prepare for a satisfying career in insurance, Goodwin College is partnering with employers in the insurance industry to create a unique program tailored to students and prospective business professionals interested in this rewarding field. By taking advantage of this opportunity, you will be prepared to sit for the state licensure exam to become a licensed insurance producer/agent, opening the door to a wide range of career options.

CHOOSE THE PATH THAT WORKS BEST FOR YOU

The Goodwin College Insurance Sales Certificate will prepare you for a variety of opportunities. This program will provide you with transferable skills, whether you are more attracted to working as an insurance agent or as an invaluable customer service representative in the insurance field. Throughout the state, small insurance agencies are in critical need of both entrepreneurial salespeople and customer service experts. If you have an entrepreneurial spirit or value helping others when they most need it, this opportunity is right for you.

CURRICULUM

BUS 123	Principles of Insurance	3
BUS 125	Sales and Service I: The Fundamentals	3
BUS 126	Sales and Service II: Customer Focus	3
BUS 135	Customer Relations in a Multicultural World	3
BUS 225	Insurance Software Management	3
BUS 299	Cooperative Work Assignment	3

Total Credits: 18

IN-DEMAND JOBS

Whatever your personal style or plan for advancement, insurance is a thriving and vital industry. This partnership can provide a rewarding pre-apprenticeship and a great start in building a secure future — by helping others build theirs.

JOB OPPORTUNITIES INCLUDE ENTRY-LEVEL POSITIONS:

- ▶ Customer Service Representative
- ▶ Insurance Broker
- ▶ Insurance Producer
- ▶ Relationship Manager

EARN WHILE YOU LEARN PROGRAM

Employer-provided pre-apprenticeships and financial debt relief may be available to graduates hired from the program. During the first seven weeks of the program, representatives from our partner organizations will visit the school and interview students. One or more students may be invited to apply and interview for a paid pre-apprenticeship during their course of study. Pre-apprentices who are selected will be considered for full-time employment upon completion of their certificate.

TO REQUEST MORE INFORMATION, CONTACT:

Admissions
(800) 889-3282
www.goodwin.edu/contactus

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