

# WE HAVE A SEAT FOR YOU IN THE EXCESS AND SURPLUS LINES INSURANCE INDUSTRY.

## WE'RE GROWING AND WE NEED YOU!



### 2.98 million people

According to the Bureau of Labor Statistics, in 2023, there were **2.98 million people employed** in the insurance industry.



### 500,000

Nearly half a million insurance employees intend to retire in the next few years.



Autonomous cars, drones, climate change - new risks and challenges emerge constantly.

There are a wide range of jobs available like **actuaries, brokers, underwriters, IT, accounting, data analytics, marketing, HR** – not just what we normally think of as insurance roles.



**IT PAYS WELL** with opportunities for good work/life balance, comprehensive benefits programs, hybrid work schedules, travel

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SYMPOSIUMS  
EARLY CAREER JOB OPPORTUNITIES  
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A TYPICAL DAY COULD INCLUDE:

OCEAN MARINE **CANNABIS**  
**CELEBRITY BODY PARTS**  
CYBER RISK **AMUSEMENT PARKS**  
LARGE-SCALE CONSTRUCTION PROJECTS  
LIKE **NYC SKYSCRAPERS**

# E&S INDUSTRY

Wholesale, specialty and surplus lines insurance is a supplement to the traditional admitted insurance market, and it serves as a safety valve to provide coverage options for non-standard and emerging risks that would be declined by traditional, admitted insurance.

- There are a wide variety of jobs available including for **actuaries, brokers, underwriters, IT, accounting, claims, data analytics, marketing, HR** – not just what we think of as insurance roles.
- People of **all majors** can find a home.
- **Risk Management and Insurance** is interesting and deals with things like extreme weather events, cyber threats and emerging technologies.
- **It pays well** with lots of **opportunity for advancement** as well as opportunity to define your earning based on your appetite for work. (good work/life balance, benefits, and more)
- It's a financially stable industry even through economic declines.



## 4 MISCONCEPTIONS ABOUT THE INSURANCE INDUSTRY:

- It's boring – E&S insurance is about unique, high-risk policies – **definitely not boring!**
- It's strictly a desk job – **it's really a people business.**
  - Relationships are key, which don't get made behind a desk!
  - E&S professionals network regularly with one another and their clients during lunches, happy hours and sporting events.
- It's all sales on commission – there are **plenty of opportunities** that aren't.
- Insurance companies exist simply to rip people off – **insurance actually makes the global economy function** so companies can continue to innovate new products that are helping people.

## THE E&S INDUSTRY IS GROWING

- Double digit growth for many years. As of 2022, surplus lines is estimated to be a \$98.5 billion industry. (AM Best)
- Surplus lines insurance as a percentage of overall commercial lines insurance has grown from 11.2% to 21.6% over last 20 years. (AM Best)
- According to the Bureau of Labor Statistics, in 2023, there were 2.98 million people employed in the insurance industry, and nearly half a million insurance employees intend to retire in the next few years – great news for Gen Z and millennials.