

# NEWS



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## Independent Insurance Agents of Virginia

Incorporated

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### **Independent Insurance Agents Announce Community College Insurance Program**

*Collaborative effort designed to bring needed talent to insurance agencies*

RICHMOND, Va., November 15, 2017 – The Virginia Association of Insurance Agents (VAIA) announced today, in cooperation with the Community College Workforce Alliance, the creation of a one-semester course that will include a foundation on property/casualty insurance content as well as preparation for the agent licensing examination. The program is designed to attract qualified students and career changers to the profession, make students aware of the many career opportunities available, and provide entry-level training, all to address the significant industry demand for new professionals. The program will initially be presented through the Community Colleges in Richmond but once established, will be expanded throughout the state.

“We have worked through high school programs, state literacy programs, and in localized licensing programs for years and this initiative with the Community College System is a giant leap forward,” noted Carter Lyons – Executive Director for VAIA. “Employment opportunities within the insurance industry are enormous and don’t require a college education. If someone likes working with people and helping them when they need it most, there’s a place for them in the insurance industry with outstanding salary potential. There tends to be a sales stigma for our profession, but the opportunities are far beyond selling.”

The class will start in January 2018 and VAIA is offering scholarships for interested and qualified students. VAIA is the non-profit educational foundation for the Independent Insurance Agents of Virginia (IIAV) – an industry group established in 1898.

“The insurance industry is an exciting and dynamic profession and like many professions today, the employment opportunities are limitless,” stated Bob Bradshaw, President & CEO of the Independent Insurance Agents of Virginia. “We’re excited about this community college program partnership and know that we will be providing some people with some great employment and salary opportunities. Already we’ve seen great interest from some career changers.”

*Founded in 1898, IIAV is part of the nation's oldest and largest association of independent insurance agents, representing a network of more than 300,000 agents and agency employees nationwide and over 4,000 in the Commonwealth of Virginia. Its members are insurance businesses that offer customers a choice of policies from a variety of insurance companies. Independent agents offer all lines of insurance – property, casualty, life, health, employee benefit plans and retirement products. Web address: [www.iiav.com](http://www.iiav.com) and nationally [www.independentagent.com](http://www.independentagent.com)*

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