

Careers in Sales, Insurance & Real Estate

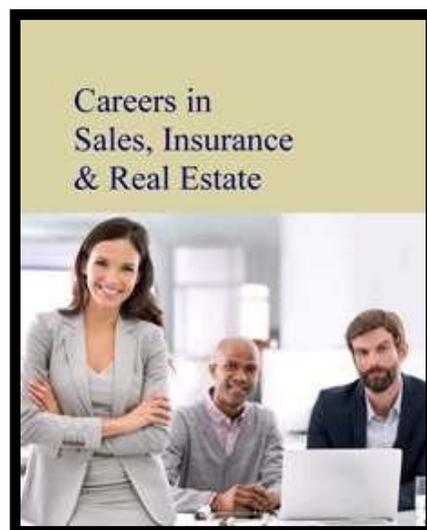
“This volume provides an **easily accessible resource for examining the wide variety of careers in sales, insurance, and real estate**. The volume shares general information about the vast options of a sales career, and highlights two of the more prominent segments of sales. It also shares more targeted information about individual jobs within the sales sector.

An introductory section helps define what a sales career means in the United States today, including general statistics and an overview of career options. Following this are alphabetically arranged chapters describing 27 different jobs, ranging from actuary to wholesale sales representative. Within each chapter, readers will find ample and varied information detailing specific duties, the expected work environment, occupation specialties (e.g., an insurance underwriter can handle life, multiple line, automotive, pension and more, in regards to policies), educational requirements, earnings and advancement potential, and much more. Bullet points, shaded sidebars, tables, and other tools make the material easy to navigate. Some **special features include projected employment trends, “fun facts,” the description of a typical day in the life on the job, a “snapshot” of the job, and a listing of applicable organizations readers can consult for more information**. Interviews with experienced professionals are sprinkled throughout the book in the “Conversation With...” feature. The book also includes a list of selected schools which offer highly regarded programs in the particular field, an appendix that explains the “Holland Code” which helps potential employment seekers match their personalities with career possibilities, a bibliography, and an index.

This book will appeal to those curious about the many careers in sales.”

—ARBA Staff Reviewer

Reviews



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