

## **GUIDANCE FOR INSURANCE & RISK MANAGEMENT CAREERS AVAILABLE**

AUSTIN, TX [July 24, 2009] – A new book from **The National Alliance for Insurance Education & Research** presents a comprehensive approach to navigating careers in the property and casualty insurance and risk management industry. *Career Paths*, a popular resource in the past for professionals in the field, has been thoroughly revised and is now available to be downloaded online at no cost, at [www.TheNationalAlliance.com/careers](http://www.TheNationalAlliance.com/careers).

*Career Paths* was created for those entering, planning, or advancing their careers in the insurance and risk management industry, and defines the skills and knowledge that should be developed at specific points and levels to achieve long-term career success.

Twelve agency and carrier positions, or “Paths,” are examined in *Career Paths : Commercial Lines Producer, Commercial Lines CSR to Account Executive, Personal Lines Producer, Personal Lines CSR to Account Executive, Sales Manager, Commercial Lines Marketing Representative, Underwriter (Commercial & Personal Lines), Adjuster, Service Center Associate, Risk Management Consultant, Risk Manager, and School Risk Manager*.

Each Career Path is divided into three phases: Objectives, stating goals to be accomplished; Coursework, recommending continuing education courses to help at that particular phase in career development; and Steps to Success, detailing specific actions to accomplish goals, along with a downloadable career planning tool, and tips and guidelines to help carry out Career Path decisions.

*Career Paths* can be downloaded at no charge on The National Alliance website: [www.TheNationalAlliance.com/careers](http://www.TheNationalAlliance.com/careers). Site visitors can identify and locate the job title and description that is most similar to their current job, or the position to which they aspire, and proceed on that chosen path.

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