Mike and Anna join the Insurance Industry

Anna Kylova has joined the Mountain States Insurance Group Actuarial Department in Albuquerque this month, although she does not graduate until May. Mike Waller is now working with State Farm in the Albuquerque Claims Center. If you know of any of our other December graduates who have taken jobs please let us know.

Insurance Job Market

It is not news to any of you that you will be soon entering a job market that is less than ideal. Opportunities in the job market are limited and competition is going to be fierce.

The good news is that the insurance industry, especially the property/casualty side, has not had the severe problems of other financial institutions such as banks and investment banks. The state regulated insurance industry has been much more stable than the federally regulated financial institutions. The insurance industry also has a large percentage of employees that will be retiring in the next several years.

Because there are not a lot of insurance programs, especially in the western United States, completing the Minor in Insurance is a big advantage. Employers have also told us that NMSU students usually have very good work ethic. Use these items to your advantage.

Here is a check list of what you can do to make sure that you have a job ready when you graduate.

- **Register on Aggie Track.** The highest paying job that I have seen earned by a business student at NMSU during the last four years, came to him by a company that contacted him solely by being registered on Aggie Track. There is no cost to students.

- **Decide on your type of position.** You need to be able to state what type of position you would like to start your career, and be able to explain why in an. If you have had a successful job or internship, be sure and let your prospects know. If not, you should take advantage of the free career testing available at
NMSU career services. If you want a career in sales or marketing and can show that you test well in that area it will be a big plus. If you do not test well you may wish to consider another part of the industry. For more information go to: http://www.nmsu.edu/~counsel/testing.html. In the current job market you will need to be flexible. If our ultimate goal is to be an agency owner you may need to spend a few years in claims or underwriting, to give you the skills and knowledge you will need to be successful.

- **Network-Network-Network.** You never know who might be looking to fill a job. We are planning on having students meet with prospective employers from the Independent Insurance Agency system in Albuquerque on March 11th & 12th. If you are interested in attending I need to know ASAP. Please send an email that you wish to go. We will be providing a hotel room for interested students.

- Make a list of people you know in the industry and contact them. Let them know you are looking for an insurance job. One example would be your own agent or that of your parents. Another group would be past employers and co-workers.

- **Update your resume.** Career Services will review your resume and offer suggestions on how to improve it. They also have an excellent brochure with sample letters, resumes, tips on interviewing etc. If you do not have one of these go get one today. These services are free.

- Send a copy of your resume to Al Berryman now. We will post it on our website and also on the website of the Independent Insurance Agents of New Mexico, another free service.

- **Career Connections.** Tuesday January 27, 2009 is the day for the next Career Fair. Looking at the website for this, I only noted three insurance companies this year, which is a sign of the current hiring situation. These three are Farm Bureau, Geico, and Northwestern Mutual. If you go the website for career connections you can click on each company and go their website and see if this company interests you. If you see something of interest you should send them your resume now and make an appointment to see their representative while they are on campus.

- **Local Insurance Companies.** If your goal is to stay in the New Mexico area there are several companies to consider including:
  - Mountain States Insurance Group - Albuquerque
New Mexico State
Insurance & Financial
Services Center

- New Mexico Mutual Group – Albuquerque
- Allstate Claims – Las Cruces
- State Farm- Two large service centers in El Paso and one in Albuquerque
- Blue Cross/Blue Shield – Albuquerque
- Presbyterian Health Care - Albuquerque

- You can start by checking out their websites for any current job openings and how to submit applications.

- **Independent Agency Prospect.** Yesterday an Independent Agency in Artesia called me about hiring someone from our program. This is an entry level position, probably in personal lines. If you are interested let Al know. We do get inquires about students looking for a career in insurance. We start by giving them the resumes of students that we have available. So make sure that you have sent us one.

**Internships.** If your graduation date is after May 2009 the best thing that you can do is to obtain an internship for the summer of 2009. If you have not already sent Al a resume you should do so now. We may have fewer prospects than in prior years.

**Attention: Seniors**

At the beginning of your last semester, you need to complete the “Requirements for a Minor in Insurance” form and return it to the finance department in BC221. The form is available on our website or at the finance department. The form must be turned in before your graduate or the Minor in Insurance will not appear on your transcript.

**Welcome back!!**

Al Berryman
Tim Query