



## Commercial Insurance Career Track Program

*January and July 2025*

Join an innovative leader in insurance brokerage and consulting.

### Kick Start Your Career with USI

Are you – or do you know – a recent college grad eager to gain new skills and experience in insurance brokerage and consulting? USI Insurance Services' Commercial Insurance Career Track Programs offer new associates an immersive 18-month, hands-on learning experience to develop the skills necessary to effectively deliver exceptional customer experiences and succeed in an increasingly competitive market.

Program participants receive intensive training and career development support from structured curriculums, supported and delivered by a dedicated team of insurance educators and subject matter experts. As a new USI associate, you will gain practical experience helping local employers with their insurance needs with mentorship support from regional and national industry experts. As you gain confidence and understanding of the industry and USI's approach, you will receive new assignments with increasing levels of responsibility.

### What You'll Learn

- The USI process, developed from over 500,000 client experiences and industry best practices
- Foundational insurance coverages, program design, and risk management strategies in preparation for obtaining your brokers' license
- The role of an insurance broker and current industry challenges
- Effective negotiation and client-advocacy skills, and the ability to provide proactive, consultative service
- Networking and relationship-building skills, as well as professionalism soft-skills development

## Program Overview

The Commercial Insurance Track Program provides over 1,300 hours of formalized training sessions and practical hands-on work experience.

	Training	On the job experience
<b>Months 1-3</b> 100% Training with National Training Team.	Content includes coverage core and systems training. Licensing prep and obtaining insurance license will also happen during this time.	Work with sales executives, account management teams, and insurance carriers servicing middle market and large clients with their property and casualty insurance needs.
<b>Months 4-7</b> 50% training, 50% on the job experience as a commercial lines account representative.	Training content includes insurance concepts including foundation of renewals, specialty lines of coverage and contracts.	<ul style="list-style-type: none"><li>Provide assistance to 2-4 Commercial Lines Account Managers. Assist in preparing applications, schedules, summaries of insurance and invoicing clients.</li></ul>
<b>Months 8-18</b> 20% training, 80% on the job experience.	Training content continues insurance concepts including specialty lines, directors and officers, employment practices and liability, cyber, professional liability and fiduciary.	<ul style="list-style-type: none"><li>Work closely with insurance carriers on information requests such as loss runs and policy changes.</li><li>Process client policies, endorsements, audits, cancellations and reinstatements</li></ul>

## Candidate Qualifications

- Commitment to continuous learning and development
- Strong organizational and time management skills
- High attention to detail and accuracy
- Excellent verbal, written, and interpersonal communication skills
- Ability to work independently as well as in a team environment
- Ability to take on a high level of responsibility, initiative, and accountability
- Proficiency in Microsoft Excel, Word, and PowerPoint
- Bachelor's degree achieved between Spring '24 and Spring '25

## Program Locations

Opportunities available nationwide.

**How to Apply**  
Submit your application online.

**Apply Today** ▶

