



Message from the Editor

Be Proud You're an Insurance Pro!

It's insurance careers month. Given that the industry is undergoing a substantial human sea change as some 400,000 baby boomers retire, it's appropriate that we celebrate our industry. I've been reflecting on my decision to major in insurance as a sophomore in college. It was probably the best decision I've made in my entire life, as it set me up for a wonderful career serving this great industry.

You might agree with me that the enjoyment and satisfaction of working in the insurance industry is one of the best-kept secrets around. You can have a lot of fun in this industry working with terrific people to provide a critical service to society—and make pretty good money, too! Unfortunately, keeping this secret is impacting our ability to replace all those boomers who are leaving the industry.

It is time to spill the beans! Be proud of what you do. Explain to people what would happen to their lives if there was no insurance to backstop commerce, support our legal system, and rebuild their homes or businesses after catastrophes. Tell young people about all the great jobs in this industry where they can do good things for others, have fun at work, and enjoy a terrific lifestyle away from it. IRMI has developed a resource to help you do this—[“Why an Insurance Career?”](#) is a YouTube video that you can share with young people through a link from your website. We hope you find it useful in your recruiting efforts.

All the best,

Jack

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