



# Occupation Report

## Insurance Sales Agents

Sacramento-Roseville-Folsom, CA MSA



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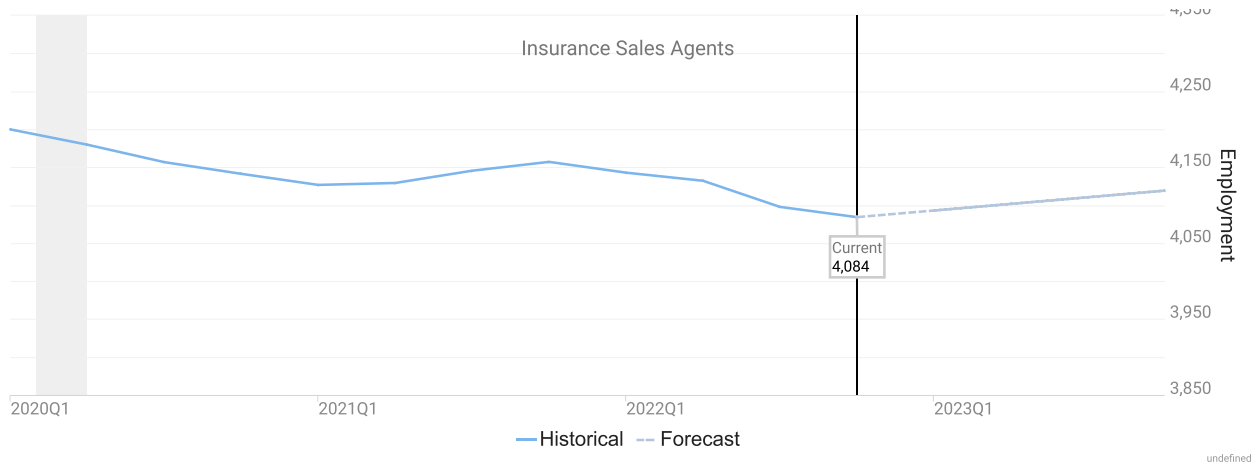
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# Occupation Snapshot

6-Digit Occupation	Empl	Avg Mean Wages	LQ	3-Year Empl Change	Annual Demand	Forecast Ann Growth
Insurance Sales Agents	4,084	\$96,200	1.15	-116	422	0.9%
<b>Insurance Sales Agents</b>	<b>4,084</b>	<b>\$96,200</b>	<b>1.15</b>	<b>-116</b>	<b>422</b>	<b>0.9%</b>



- 💡 “Annual Demand” is the projected need for new entrants into an occupation. New entrants are needed due to expected growth and to replace workers who left the occupation due to factors such as retirement or switching careers.
- 💡 “Forecast Ann Growth” is the expected change in jobs due to national, long-term trend projections (per the BLS) as well as local factors such as industry mix and population growth (as computed and modeled by Chmura).

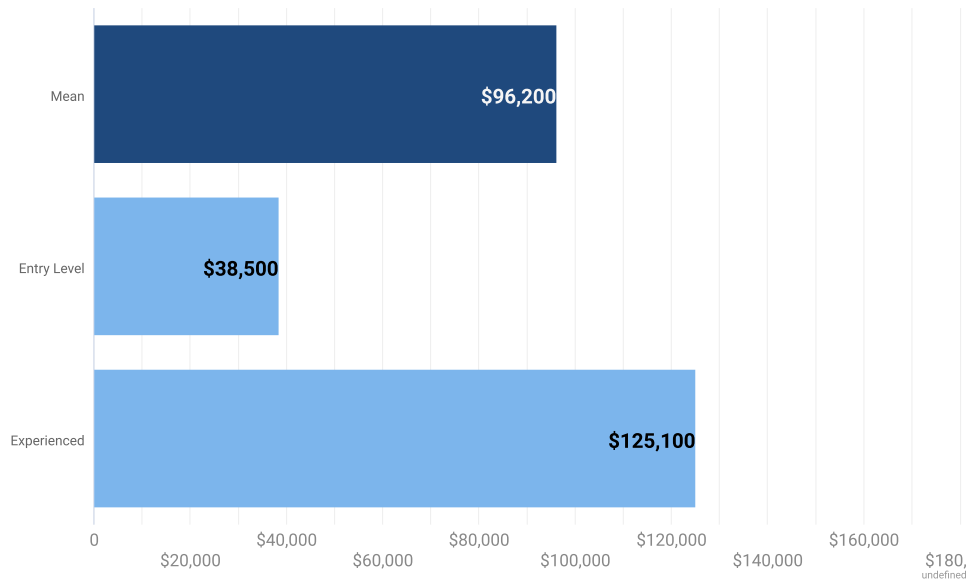
# Employment by Industry

Industry Title	% of Occ Empl	Empl	10-Year Separations	10-Year Empl Growth	10-Year Total Demand
Agencies, Brokerages, and Other Insurance Related Activities	85.3%	3,483	3,328	296	3,624
Insurance Carriers	11.6%	474	457	50	507
All Others	3.1%	127	124	17	142

 The industry distribution indicates the industries in which workers in the occupation(s) are primarily found.

 “10-Year Empl Growth” may show industries with positive as well as negative growth; this would indicate that the occupation(s) being examined are expected to expand within some industries while contracting in others.

# Wages

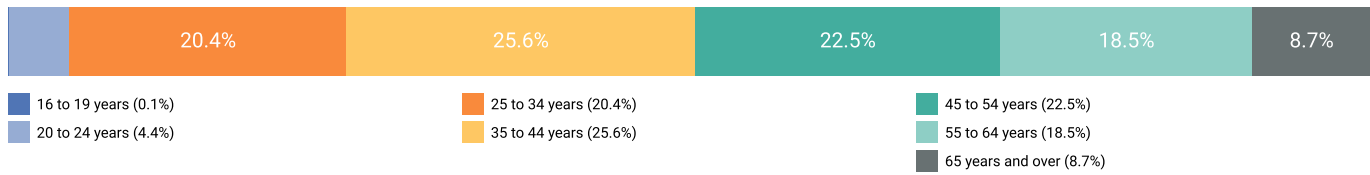


Occupation	Mean	Median	Entry Level	Experienced
Insurance Sales Agents	\$96,200	\$82,200	\$38,500	\$125,100

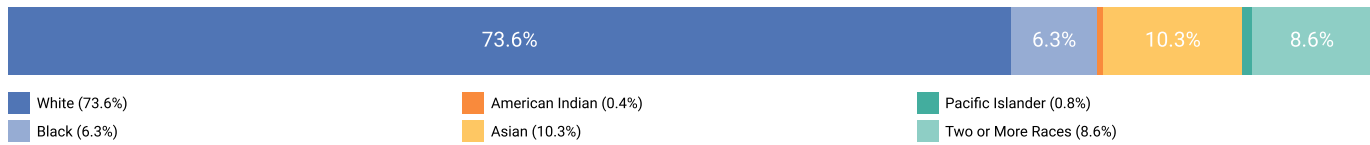
- 💡 Occupation wages here utilize BLS OEWS data, imputed and brought forward by Chmura.
- 💡 When this report is run for an occupation group, the table above displays up to the top ten detailed occupations which have the highest average wages within the occupation group.

# Occupation Demographics

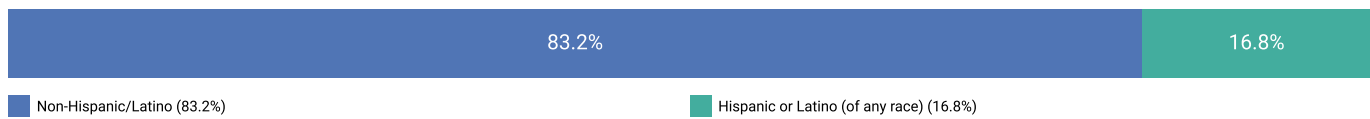
## Age



## Race



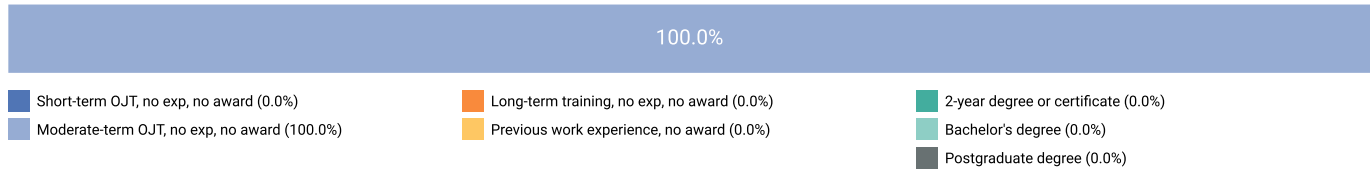
## Ethnicity



## Gender

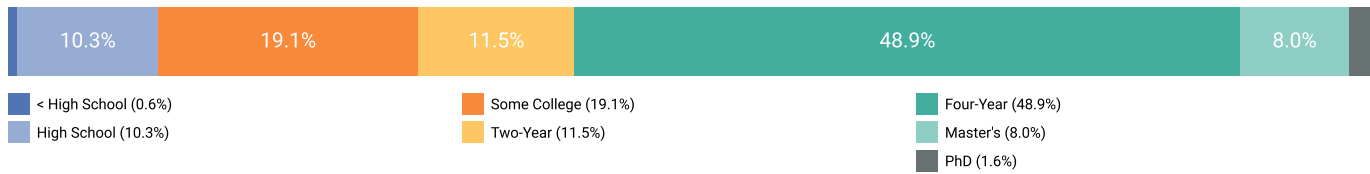


## Education and Training Requirements



# Education Profile

## Educational Attainment



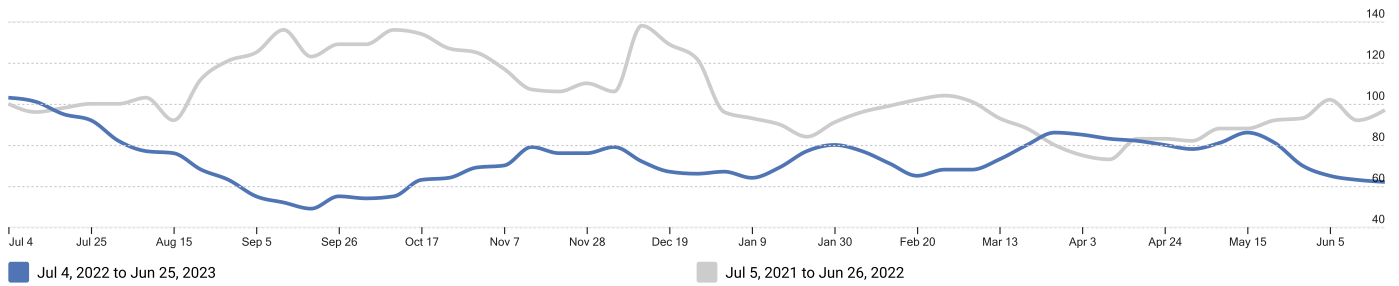
Occupation	Typical Entry-Level Education	Previous Work Experience	Typical On-the-Job Training
Insurance Sales Agents	High school diploma or equivalent	None	Moderate-term on-the-job training


 The stacked bar chart here illustrates the estimated mix of educational attainment of the workers in this occupation(s) in aggregate.

 The table indicates typical education and training requirements rather than the mix of attainment of workers in such positions.

# RTI (Job Postings)

Active Job Ads by Date



 Online job ads are a timely indicator of local demand. Occupation assignments shown below are made by Chmura based upon analysis of job titles and job descriptions. Top employers and listed job requirements are shown on the following pages.

## Occupations

SOC	Occupation	Active Job Ads
41-3021.00	Insurance Sales Agents	393



### Locations

Location	Active Job Ads	
Sacramento, California	75	
Rancho Cordova, California	18	
Roseville, California	10	
Sacramento County, California	8	
Folsom, California	7	
Folsom, California 95630	7	
Rocklin, California 95765	7	
Rocklin, California	6	
Auburn, California	5	
Sacramento, California 94208	5	

### Employers

Employer Name	Active Job Ads	
PrideStaff	14	
Gallagher	12	
Farmers Insurance Agencies	10	
Alliance Insurance Group - An AssuredPartners...	9	
HealthMarkets	9	
USI Insurance Services	9	
New York Life	8	
Freeway Insurance	7	
Jd Snead - State Farm Agent	7	
Max Lam - State Farm Agent	7	

### Hard Skills

Skill Name	Active Job Ads	
Insurance	88	
Sales	71	
Spanish	59	
Microsoft Office	49	
Inside Sales	36	
Microsoft Excel	34	
Microsoft Outlook	24	
Customer Relationship Management (CRM)	23	
Bilingual	14	
Finance	14	

### Job Titles

Job Title	Active Job Ads	
Insurance Agent	18	
Insurance Account Assistant	9	
Account Representative - State Farm Agent Team Member	8	
Insurance Agent/ Insurance Professional	8	
Insurance Sales Agent	8	
Account Associate - State Farm Agent Team Member	7	
Insurance Sales	7	
Office Representative - State Farm Agent Team Member	7	
Account Manager - State Farm Agent Team Member	5	
Products Representative - State Farm Agent Team Member	5	

### Education Levels

Minimum Education Level	Active Job Ads	
High school diploma or equivalent	66	
Bachelor's degree	33	
Associate's degree	6	
Unspecified/other	288	

### Programs

Program Name	Active Job Ads	
Business	3	
Business Administration	3	
Economics	2	
Finance	2	
Hospitality Management	1	
Marketing	1	

# Top Skill and Certification Gaps

Top 10 Skill Gaps in Sacramento-Roseville-Folsom, CA MSA

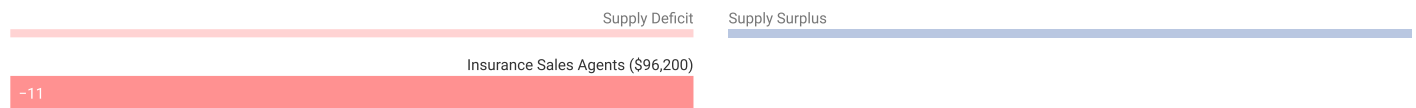
Name	Candidates	Openings	Gap
Insurance	57	80	-23
Spanish	40	53	-13
Inside Sales	26	38	-12
Microsoft PowerPoint	7	19	-12
Microsoft Excel	30	40	-10
Marketing	13	23	-10
IT Support	7	14	-7
Customer Relationship Management (CRM)	11	17	-6
Microsoft Office 365	0	4	-4
Bilingual	20	24	-4



Top 10 Certification Gaps in Sacramento-Roseville-Folsom, CA MSA

Name	Candidates	Openings	Gap
Property and Casualty License	7	12	-4
Certified Insurance Service Representatives (CISR)	0	2	-1
Certified Sales Professional (CSP)	0	1	-1
Certified Employee Benefit Specialist (CEBS)	0	1	-1
Accredited Customer Service Representative (ACSR)	1	0	1
Chartered Property Casualty Underwriter (CPCU)	5	4	1
Certified Insurance Counselors (CIC)	5	4	1
Licensed Life Insurance Agent	4	1	2

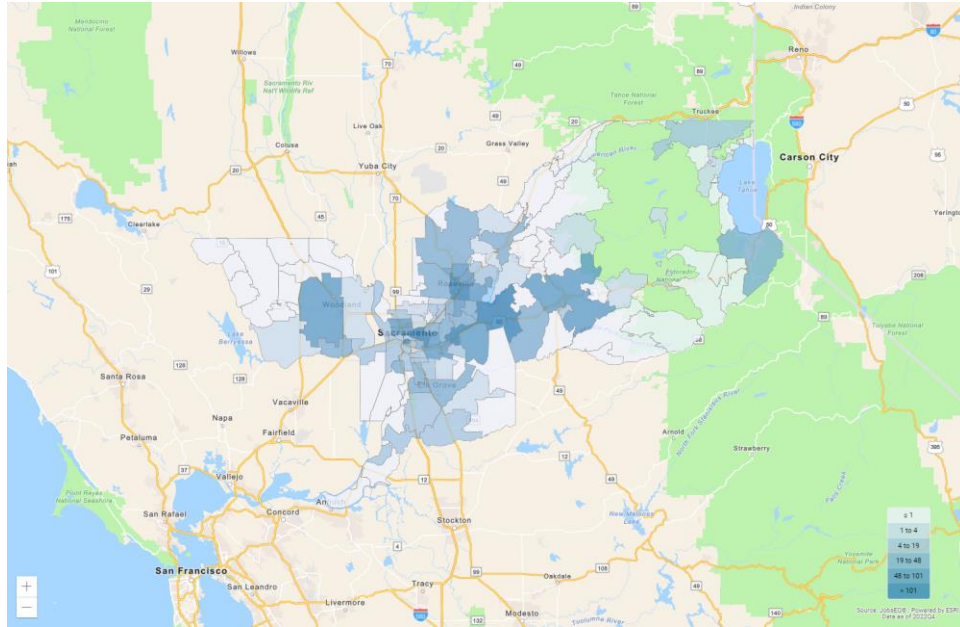
 Skill and certifications gaps can help inform employee development programs, as well as provide a comparison of the needs of regional employers to the supply.

# Occupation Gaps



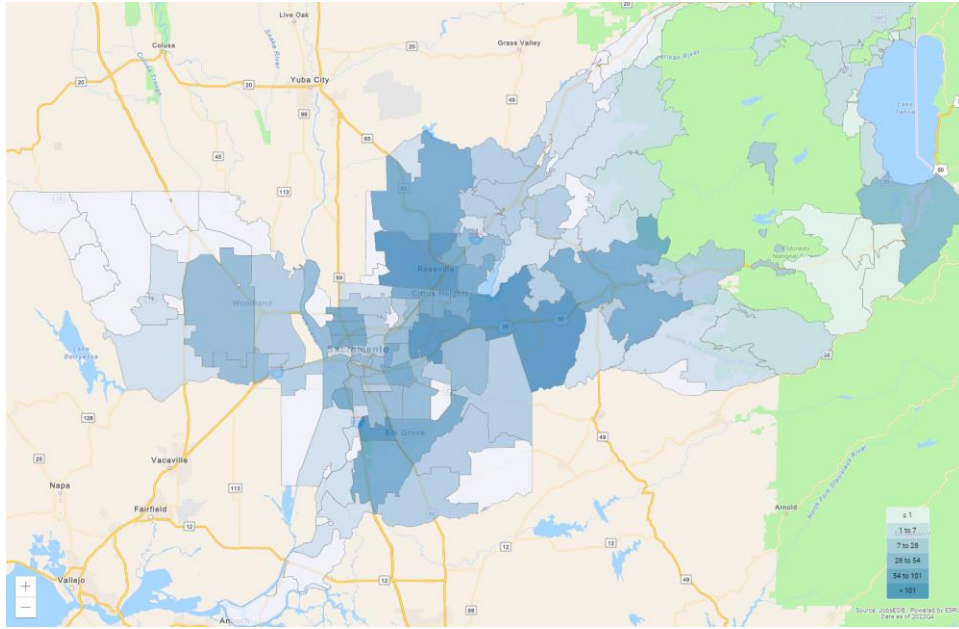
-  The above are the potential average annual gaps over 10 years. Many variables go into this analysis, but at its core it is based on a forecast comparing occupation demand growth to the local population growth and the projected educational attainment of those residents. When an area, for example, has an occupation expected to grow quickly but the educational requirement for the occupation does not match well with the educational attainment of its residents, there is a high potential for an occupation shortfall in the region. Alternatively, slow-growing or contracting occupations often represent potential supply surpluses.
-  The potential supply shortfall is an underlying force that the market needs to resolve one way or another, such as by employers recruiting from further distances for these occupations, wages going up to attract more candidates, and/or increased demand and wages enticing more local residents to get training for these occupations. While this an important analysis for determining local occupation needs, the occupation gap should be considered along with other regional data including growth and separation forecasts, unemployment rates, wage trends, and award and skill gap analyses.

# Geographic Distribution



**Top ZCTAs by Place of Work for Insurance Sales Agents, 2022Q4**

Region	Employment
ZCTA 95670	971
ZCTA 95762	501
ZCTA 95661	270
ZCTA 95630	208
ZCTA 95815	192
ZCTA 95678	148
ZCTA 95825	142
ZCTA 95814	102
ZCTA 95765	99
ZCTA 95667	82

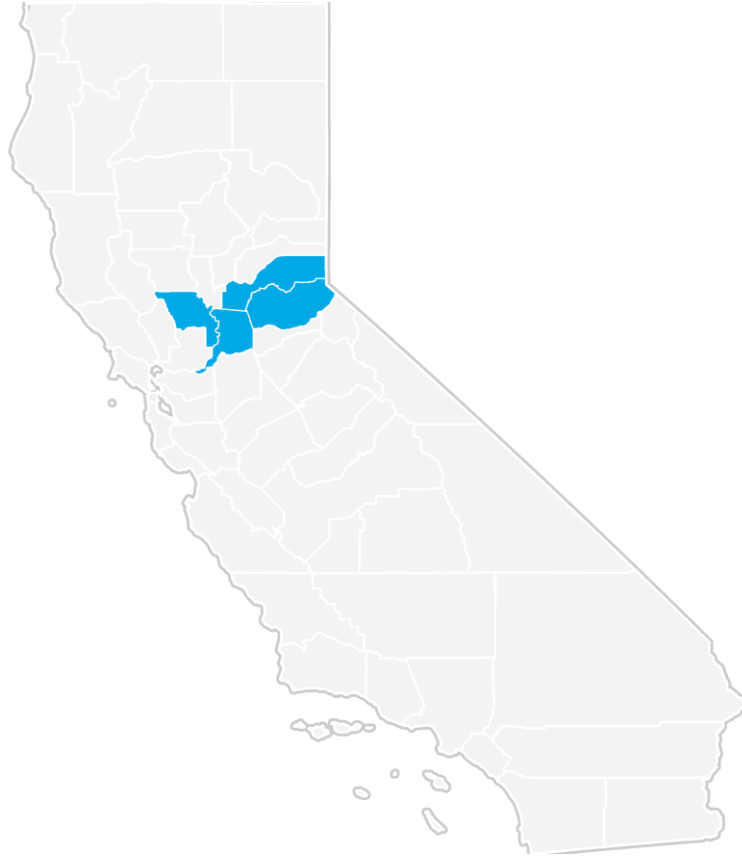


**Top ZCTAs by Place of Residence for Insurance Sales Agents, 2022Q4**

Region	Employment
ZCTA 95762	278
ZCTA 95630	198
ZCTA 95747	193
ZCTA 95670	163
ZCTA 95682	125
ZCTA 95678	124
ZCTA 95628	117
ZCTA 95765	116
ZCTA 95608	113
ZCTA 95758	105

💡 “Place of work” employment is based upon the location of employers for these workers. “Place of residence” data refers to the home locations of the workforce, which is typically the preferred data set to use when calculating labor availability within a drive-time or radius of a potential worksite.

# Sacramento-Roseville-Folsom, CA MSA Regional Map





# Data Notes

- Occupation employment by default indicates employment by place of work. Occupation employment is as of 2022Q4 and is based on industry employment and local staffing patterns calculated by Chmura and utilizing BLS OEWS data. Employment forecasts are modeled by Chmura and are consistent with BLS national-level 10-year forecasts. Wages by occupation are as of 2022Q4, utilizing BLS OEWS data, imputed and brought forward by Chmura. Entry-level and experienced wages are derived from these source data, computed by Chmura.
- Industry employment is as of 2022Q4 and is based upon BLS QCEW data, imputed by Chmura where necessary, and supplemented by additional sources including Census ZBP data.
- Education and training requirements are from the BLS. Educational attainment mix and other occupation demographics data are modeled by Chmura for 2022Q4 using regional occupation employment from JobsEQ, ZCTA-level demographics data from the Census Bureau, and national occupation-demographics patterns from the BLS.
- Postsecondary awards are per the NCES and are for the 2020-2021 academic year. Any programs shown are linked with the occupation(s) being analyzed via the program-occupation crosswalk, which may not be comprehensive. Any programs shown reflect only data reported to the NCES; reporting is required of all Title IV schools. Training providers that do not report data to the NCES are not reflected.
- Job ads data are online job posts from the Real-Time Intelligence (RTI) data set, produced wholly by Chmura and gleaned from over 40,000 websites. Data reflect ads active during the last twelve month period ending 06/29/2023 and advertised for any Zip Code Tabulation Area in or intersecting with the region for which this report was produced. Historical ad volume is revised as additional data are made available and processed. Since many extraneous factors can affect short-term volume of online job postings, time-series data can be volatile and should be used with caution. All ad counts represent deduplicated figures.
- For skill and certification gaps, openings and candidates are based upon regional occupation demand (growth plus separations) and the percent of skill demand and supply. Skill demand mix data are per a one-year sample of RTI data; skill supply data are estimated using a five-year sample of resumes data; both data sets compiled as of August 2021. Data may be based, at least in part, on data from broader geographies; see the Skill Gaps analytic export for more details.
- Occupation gaps are modeled by Chmura, indicating long-term potential supply and demand mismatches in a region due, in part, to job demand and labor pool dynamics, including educational attainment and projected growth.
- Occupation employment by place of residence is as of 2022Q4 and modeled by Chmura based upon occupation employment by place of work and commuting patterns. Commuting patterns are derived from source data from the Census Bureau, occupation-specific commuting tendencies, and updated to reflect more recent population and employment estimates.
- Figures may not sum due to rounding.

# Region Definition

**Sacramento-Roseville-Folsom, CA MSA is defined as the following counties:**

El Dorado County, California

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Placer County, California

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Sacramento County, California

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Yolo County, California

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# FAQ

## What is (LQ) location quotient?

Location quotient is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an industry (or occupation) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

## What is annual demand?

Annual demand is a of the sum of the annual projected growth demand and separation demand. Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. Growth demand is the increase or decrease of jobs expected due to expansion or contraction of the overall number of jobs.