

CAREER OF THE WEEK: Insurance Broker

What does an insurance broker do?

Insurance brokers act as the link between clients and insurance companies. Their job is to help individuals or businesses find the right insurance policy to protect against risks such as accidents, theft, damage, or legal claims. Unlike insurance agents who usually represent one insurer, brokers work independently and can compare products from multiple companies. This means they can give impartial advice and tailor solutions to meet their clients' needs.



Day to day, brokers talk to clients about their situation, assess risks, research policies, negotiate prices, and explain terms clearly. They may specialise in areas like home and car insurance, or more complex fields such as business, cyber, or marine insurance. A big part of the role is building trust, so strong communication skills are essential.

What can I expect to earn as an insurance broker?

Starting salaries for trainee brokers are usually between £20,000 and £25,000 a year. With experience, this can rise to around £30,000 to £50,000. Senior brokers, especially those handling corporate or specialist accounts, can earn £70,000 or more, often with bonuses linked to performance. If you move into management or set up your own brokerage, earnings can be even higher.

What subjects should I study to become an insurance broker?

There are no strict subject requirements, but studying business, economics, maths, or English can be useful. These subjects help with the analytical, financial, and communication skills the role demands. At school or college, A-levels (or equivalent) in these areas may strengthen your application, while a degree in business, finance, law, or management could open more opportunities. However, many brokers enter the profession without a degree, learning through training and professional qualifications.

How can I start my career as an insurance broker?

There are several routes into this career. Some people join straight after school or college as trainee brokers or insurance technicians, gaining experience while working towards professional qualifications with the Chartered Insurance Institute (CII). Others take part in insurance apprenticeships, which combine on-the-job learning with formal training.

If you prefer higher education, graduate schemes with large insurance or brokerage firms can provide structured training and career progression. Work experience in customer service, sales, or financial services is also highly valued and can help you stand out when applying for roles.

Whichever route you choose, developing strong people skills, attention to detail, and a willingness to keep learning will be key. The insurance market is constantly changing, so successful brokers are adaptable, curious, and keen to build long-term client relationships.

Becoming an insurance broker offers the chance to mix financial expertise with problem-solving and people skills – all while helping others feel more secure about the future.

To research local education and training opportunities that could lead to a career as an insurance broker, visit our partner website www.logonmoveon.co.uk.

Other useful websites to find out more about a career as an insurance broker:

Chartered Insurance Institute – Careers in insurance <https://www.cii.co.uk/careers-in-insurance/>

National Careers Service – Insurance Broker <https://nationalcareers.service.gov.uk/job-profiles/insurance-broker>

Prospects – Insurance Broker <https://www.prospects.ac.uk/job-profiles/insurance-broker>

Indeed - The role of an insurance broker <https://uk.indeed.com/career-advice/finding-a-job/role-of-insurance-broker>

Regulated professions – Chartered Insurance Broker <https://www.regulated-professions.service.gov.uk/professions/chartered-insurance-broker>

