

About Our Industry

Insurance is built around protecting people and businesses from risk. The industry employs nearly 2.3 million Americans and donates over \$500 million a year to charity.

As the world changes, there is no limit to what insurance can protect – hospitals, colleges and universities, manufacturers, contractors, movie shoots, assets of entertainers, pro athletes and movie stars ... just to name a few. As long as business owners and individuals are investing their time and money, there is a need for insurance and the professionals who make it happen.

Insurance companies make a promise to pay when covered losses occur and in those instances, they write the check. The other very significant benefit of having insurance is that it provides peace of mind. Without it, fear of losing everything would prevent many people from taking the risks that help the world progress, improve and innovate.

About Lambent

Since 2000, Lambent Risk Management Services Inc. has delivered insurance services to all markets in the US and Worldwide. Lambent maintains M/W/DBE certifications through a number of state, municipal and national organizations that include the Illinois Department of Central Management and the National Minority Business Development Council.

With more than 125 years of combined experience in loss control, claims management, third-party administration and employee benefits, we are a firm that is committed to taking a more holistic, individualized approach to managing risks, regardless of size.



The industry anticipates a 12% increase in insurance sales agents through 2018

SOURCE: U.S. DEPT OF LABOR

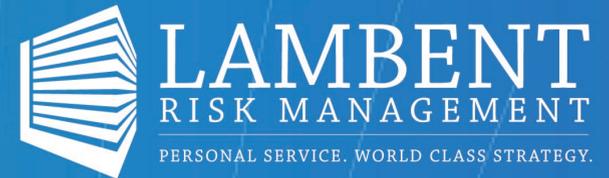


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Insurance Education & Career Enhancement Program (IECE)

*"SHARING POWERFUL TOOLS
TO EMPOWER YOUR FUTURE."*

Overview

The Insurance Education & Career Enhancement Program (IECE) is designed

to attract much needed talent to the insurance industry and Lambert Risk Management is committed to being part of the solution to the industry's impending gap.

The IECE Program is a turnkey program that leverages alliances with Lambert Risk Management, together with local organizations and employers to offer a best-in-class career training and development program. IECE will train and prepare talented individuals with the ultimate goal to empower and equip students seeking exciting and rewarding career opportunities in the insurance field.

Upon successful completion of the program, qualified students will be introduced to industry employers in search of candidates who meet their hiring objectives.



By 2020, the insurance industry will have 400,000 jobs to fill. The IECE program provides a valuable pipeline of candidates to fill those positions.

SOURCE: PROPERTYCASUALTY360.COM



Program Goals

The IECE Program seeks positive outcomes for the candidate and their potential employer with goals to:

- Recruit and maintain a pipeline of motivated & talented individuals interested in optimizing their experience and skills via a new and exciting insurance career path.
- Expose program participants to the very expansive and viable insurance industry career tracks.
- Deliver training and professional development as needed for talented individuals needing assistance to redefine their career track and land great jobs in insurance.
- Serve as a primary resource for helping to connect Hiring Partners with motivated and talented candidates to fill open positions.
- Enhance the image of the insurance industry



The Program

This intensive 8-week training program will include:

- The basics of insurance & insurance operations
- Professional development and workshops
- On the Job Training (OJT) and/or Job "Shadowing" opportunities which will allow participants to "test the waters" and gain firsthand knowledge of positions of interest
- 2-Day Pre-licensing course for those interested in positions which require a Property & Casualty license.

The Hiring Partners

IECE is effectively aligned with local insurance organizations in our mutual quest to identify, prepare and attract talented individuals to the industry. Our hiring partners will provide job shadowing opportunities, access to recruiters and/or job opportunities for those who successfully complete the program and who are interested in using their new found knowledge to launch their insurance career.

Employer Benefits

We help make talent acquisition a little easier.

- Participate in the development of new entrants into the industry as an instructor, special guest speaker and/or provider of OJT or Job Shadowing opportunities.
- Realize positive impact to the bottom line as you take advantage of an exciting new talent pipeline and reduce your hiring cost while expanding your workforce.

11,123 jobs currently open in the 73 surveyed companies. In addition to the 11,000+ jobs currently open, more than 12,000 jobs are forecasted to come open in the last three quarters of this year.

SOURCE: GREATINSURANCEJOBS.COM

"Every great dream begins with a dreamer. Always remember, you have within you the strength, the patience, and the passion to reach for the stars to change the world."

HARRIET TUBMAN