



Business Administration: Insurance Focus

LOOKING FOR A SOLID CAREER BUT DON'T HAVE A FOUR-YEAR COLLEGE DEGREE?

The insurance industry needs account managers, underwriters, marketing and sales reps, as well as customer service reps, claims processors, and entrepreneurs! Even with licensures or a two-year degree, you can start a well-paying career in the insurance business.

ALREADY HAVE LICENSURE, BUT NEED YOUR DEGREE?

Holders of the General Lines Agent (2-20), Registered Customer Service Rep. (4-40), Residential Personal Lines (20-44), or Accredited Claims Adjuster (6-20) are eligible for up to **6 FREE COLLEGE CREDITS** toward the insurance concentration of Polk State's Associate in Science (AS) in Business Administration degree.

INTERESTED IN EARNING A COLLEGE DEGREE AND LICENSURE TOGETHER?

Enroll in the Business Administration AS degree focusing on insurance. Upon graduation from this degree, students are eligible for two licensures: Registered Customer Services Representative (4-40) and Personal Lines (20-44).

READY TO GET STARTED?

Polk State has the programs to help you start, or advance, your insurance career! To learn more, contact business@polk.edu

GLA, RCSR, ACA = FREE College Credits
(LICENSURES)



polk.edu/business-programs

Polk State College is committed to equal access/equal opportunity in its programs, activities, and employment. For additional information, visit polk.edu/equity.





Associate in Science in Business Administration degree with concentrations in Risk Management & Insurance

General Education Requirements (17-18 credits required)

Program Core Requirements (34 credits required)

- ACG 2021 - Principles of Financial Accounting
- BUL 2241 - Business Law
- CGS 1100 - Computer Applications for Business
- GEB 1011 - Introduction to Business
- ECO 2013 - Principles of Macroeconomics
- ECO 2023 - Principles of Microeconomics
- INP 1390 - Human Relations in Business and Industry
- MAN 2021 - Principles of Management
- MAR 2011 - Principles of Marketing

Choose one of the following courses:

- ENC 2210 - Introduction to Technical and Professional Writing
- GEB 2214 - Business Communications

Capstone

- GEB 2860 - Business Administration Capstone

Specialization Requirements (10 credits required)

Option 1: Course Track

This option is designed for students who do not hold any State of Florida insurance licenses.

All students selecting this option should take the following courses:

- RMI 2001 - Fundamentals of Risk Management and Insurance
- RMI 2212 - Personal and Business Property Insurance
- RMI 2701 - Agency Management and Selling Techniques

Note: Students who earn 9 credits of risk management courses and earn an associate degree are eligible for the Customer Service Representative (4-40) license and the Personal Lines Insurance license (20-44) from the Florida Division of Insurance Agent and Agency Services without taking the state exam. For more information, visit the Business Program website at polk.edu/business.

Option 2: Licensure Track

This option is designed for students who hold one or more of the following State of Florida insurance licenses:

- General Lines (2-20): students awarded credit for RMI 2616 Principles of Property Insurance: General Lines Agent, and RMI 1613 Principles of Property Insurance. Total: 6 credits
- Customer Service Representative (4-40): students awarded credit for RMI 1613 Principles of Property Insurance. Total: 3 credits
- Residential Personal Lines License (20-44): students awarded credit for RMI 2113 Personal Insurance. Total: 3 credits
- Accredited Claims Adjuster (6-20): students awarded credit for RMI 1631 Principles of Liability and Claim Adjusting: Accredited Claims Adjuster. Total: 3 credits

All students in this option take the following course:

- RMI 2001 - Fundamentals of Risk Management and Insurance

All students in this option (except those who were awarded 6 credits from licensure) select one course from the following:

- RMI 2212 - Personal and Business Property Insurance
- RMI 2701 - Agency Management and Selling Techniques
- FIN 2000 - Principles of Finance

Total Program Hours: 60