

## Business Administration: Insurance Concentration

### 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 only 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 **7 FREE COLLEGE CREDITS** toward the insurance concentration of Polk State's Associate in Science in Business Administration degree.

### INTERESTED IN EARNING A COLLEGE DEGREE AND LICENSURE TOGETHER?

Enroll in the Business Administration AS degree Insurance specialization. Upon graduation from this degree and specialization, 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](mailto:business@polk.edu)

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





# AS Degree in Business Administration with Specialization in Risk Management and Insurance

## General Education Requirements (17-18 Credits Required)

### Program Core Requirements (33 Credits Required)

- GEB 1011 - Introduction to Business
- ACG 2001 - Principles of Financial Accounting I
- ACG 2011 - Principles of Financial Accounting II
- BUL 2241 - Business Law
- CGS 1100 - Computer Applications for 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
- ENC 2210 - Introduction to Technical and Professional Writing or GEB 2214 - Business Communications

### 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 in this option must take both of the following courses:

- RMI 2001 - Fundamentals of Risk Management and Insurance
- RMI 2942 - Insurance Practicum

And select 6 credits from:

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

**Note:** Students who earn 9 credits of RMI coursework 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](http://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, RMI 1613 Principles of Property Insurance, and RMI 2942 Insurance Practicum. Total: 7 credits
- Customer Service Representative (4-40): students awarded credit for RMI 1613 Principles of Property Insurance and RMI 2942 Insurance Practicum. Total: 4 credits
- Residential Personal Lines License (20-44): students awarded credit for RMI 2113 Personal Insurance and RMI 2942 Insurance Practicum. Total: 4 credits
- Accredited Claims Adjuster (6-20): students awarded credit for RMI 1631 Principles of Liability and Claim Adjusting: Accredited Claims Adjuster and RMI 2942 Insurance Practicum. Total: 4 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 7 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**