

# EARNINGS

“The median annual earnings of wage and salary insurance sales agents were \$41,720 in 2004. The middle 50 percent earned between \$29,980 and \$66,160. The lowest 10 percent had earnings of \$23,170 or less, while the highest 10 percent earned more than \$108,800. Median annual earnings in 2004 in the two industries employing the largest number of insurance sales agents were \$41,840 for insurance agencies, brokerages, and other insurance related activities and \$42,010 for insurance carriers”

Bureau of Labor Statistics, U.S. Department of Labor, *Occupational Outlook Handbook, 2006-07 Edition*, Insurance Sales Agents , on the Internet at <http://www.bls.gov/oco/ocos118.htm>

