



Finance Careers

We have all heard the phrase “money makes the world go around.” Well, there are people whose job it is to manage the money that makes the world go around! People managing money, investments, and insurance all work in the finance occupations. Within this career cluster, occupations fall into four natural subgroups related to programs of study. Here are the programs of study and examples of associated occupations.

Group	Sample Occupations
Banking and Related Services	Credit Analyst, Loan Officer, Teller
Business Financial Management	Financial Analyst
Financial and Investment Planning	Tax Preparer, Financial Planners, Stock Broker
Insurance Services	Actuary, Claims Examiner or Adjuster, Insurance Agent

While there is quite a bit of diversity within this career cluster, there are some general attributes that finance professionals share. People working in finance need to be good with details and they need solid math skills. Equally important are their people skills because they are working with customer finances and the achievement of their customer’s financial goals and dreams. They need to be able to negotiate deals for major corporations, adjust claims or handle customer accounts at a local bank branch. People in finance need to be able to work well with other people, communicate clearly and help others see how numbers can translate into projects, services, and ultimately, achieve those goals or dreams.

There were more than 67,000 people in the upper Texas Gulf Coast region (which includes Austin, Brazoria, Chambers, Colorado, Fort Bend, Galveston, Harris, Liberty, Matagorda, Montgomery, Wharton, Walker, and Waller counties) employed in finance occupations, including nearly 10,000 bank tellers and over 9,300 insurance agents. Wages are generally quite good, ranging from \$11.50 to over \$45.00 an hour. As in most career clusters, the jobs that pay the best tend to require the most education or training, but there are opportunities in finance for those at all levels of education.

Begin to prepare for your future now! Many high schools offer career and technology courses related to this cluster and some even have programs that will help you earn a certificate and get started while you are in school. Finance certifications that are available include Booking Fundamentals, National Professional Certification in Customer Service, and A*S*K Certification.

So where do you go to learn more about specific occupations in this career cluster? Try the internet. You can find lots of good information there. Also, the Gulf Coast Workforce Board has developed a couple of resources for career planning. One is a “*Focus On*” series of short profiles of high growth industries and occupations in demand in the Gulf Coast region. They are designed to help students and parents plan for the future, <http://www.wrksolutions.com/jobs/focuson.html>. Also check out the Texas Education Agency’s *Achieve Texas* site, <http://www.achievetexas.org>, which provides information and suggested courses of study for specific occupations. Finally, know that the U.S. Department of Labor has lots of great career information, including short videos illustrating what different jobs are really like, www.careervoyages.gov.

For more specific information on the local market for finance, check out the following chart. It will tell you how many people are employed in different jobs and the wages people can expect to earn in these jobs.

In the chart below, highlighted occupations are considered High-Skill/High-Growth Occupations – those that pay well and have considerable opportunities for employment now and in the future.

Upper Texas Gulf Coast Region

SOC ¹	Finance Cluster Occupational Title	Annual Average Employment 2006	Percent Growth 2006-2016	Total Annual Average Job Openings ²	2007 Hourly Wages
<u>Short-term on-the-job training(Less than 1 month)</u>					
43-3071	Tellers	9,850	29.9%	725	\$11.92
43-3011	Bill and Account Collectors	7,400	31.1%	340	\$15.04
43-9071	Office Machine Operators, Except Computer	2,150	9.3%	90	\$11.47
43-4131	Loan Interviewers and Clerks	3,100	3.2%	65	\$17.84
43-4041	Credit Authorizers, Checkers, and Clerks	1,200	-4.2%	35	\$16.01
43-9081	Proofreaders and Copy Markers	150	33.3%	5	\$15.20
<u>Moderate-term on-the-job training (1 - 12 months)</u>					
13-2082	Tax Preparers	2,950	1.7%	55	\$13.56
23-2093	Title Examiners, Abstractors, and Searchers	2,300	6.5%	55	\$20.72
43-9041	Insurance Claims and Policy Processing Clerks	3,000	0.0%	35	\$14.82
43-4011	Brokerage Clerks	800	6.3%	30	\$17.94
<u>Long-term on-the-job training (More than 12 months)</u>					
13-1031	Claims Adjusters, Examiners, and Investigators	3,950	13.9%	160	\$28.36
<u>Postsecondary vocational training</u>					
13-1032	Insurance Appraisers, Auto Damage	150	0.0%	5	\$25.39
<u>Bachelor's degree</u>					
41-3021	Insurance Sales Agents	9,350	10.2%	300	\$23.22
13-2051	Financial Analysts	5,850	33.3%	230	\$34.02
41-3031	Securities, Commodities, and Financial Services Sales Agents	4,650	14.0%	185	\$49.62
13-2072	Loan Officers	4,000	23.8%	140	\$31.94
13-2052	Personal Financial Advisors	2,950	27.1%	105	\$42.04
13-2099	Financial Specialists, All Other	1,350	18.5%	65	\$34.12
13-2041	Credit Analysts	1,150	4.3%	50	\$33.59
13-2053	Insurance Underwriters	1,200	8.3%	40	\$28.98
<u>Bachelor's or higher degree, plus work experience</u>					
15-2011	Actuaries	150	0.0%	5	\$45.38

Sources: U.S. Department of Labor Bureau of Labor Statistics and Texas Workforce Commission

¹ Standard Occupational Classification (SOC) Codes refer to a standardized coding system to categorize occupations. To find out more about an occupation, you can go to <http://online.onetcenter.org/find/>, enter the SOC code, and look at a complete description of an occupation.

² Total average openings include total job openings due to both growth and replacements. Job openings due to growth are created by increases in the total number of people employed in an occupation. Job openings due to net replacement estimate the need in existing jobs as workers vacate, change jobs, or leave the labor force.



Recommended Plan _____
Distinguished Achievement Plan _____

Finance Plan of Study

Learner Name _____
Learner Signature _____

Date _____
Advisor Signature _____

High School Graduation Plan	9 th Grade	10 th Grade	11 th Grade	12 th Grade
	English I	English II	English III	English IV
	Algebra I	Geometry	Algebra II	Math Elective
	Biology I	IPC or Chemistry	Chemistry or Physics	Science Elective - Lab-based
	World Geography	World History	US History	Economics/Government
	Required Electives PE, Health, Fine Arts, Foreign Language, Communication Application, or Technology Applications _____	Required Electives PE, Health, Fine Arts, Foreign Language, Communication Application, or Technology Applications _____	Required Electives PE, Health, Fine Arts, Foreign Language, Communication Application, or Technology Applications _____	Required Electives PE, Health, Fine Arts, Foreign Language, Communication Application, or Technology Applications _____
	Required Electives PE, Health, Fine Arts, Foreign Language, Communication Application, or Technology Applications _____	Required Electives PE, Health, Fine Arts, Foreign Language, Communication Application, or Technology Applications _____	Career Electives Finance Career Elective or Language (distinguished) _____	Career Electives Finance Career Elective or Language (distinguished) _____
	Required Electives PE, Health, Fine Arts, Foreign Language, Communication Application, or Technology Applications _____	Career Electives Finance Career Elective _____	Career Electives Finance Career Elective _____	Career Electives Finance Career Elective _____

Finance Elective Courses approved by the Texas Education Agency: Accounting I, Accounting II, Banking and Financial Systems, and Recordkeeping

Parent/Guardian Signature _____

This plan of study should serve as a guide. Courses listed within this plan are only recommended coursework and should be individualized to meet each learner's educational and career goals