



State Apprenticeship Council Approves New Insurance Agent Pre-Apprenticeship Program

At a recent State Apprenticeship Council meeting at the Connecticut Department of Labor, the Council approved the Insurance Agent Program as a new apprenticeship option.

Kate Bolduc, Director of Business Innovation, Business and Advanced Manufacturing at Goodwin College Insurance Institute, developed the program with colleague Cliff Thermer, Ed.D., working closely with Todd Berch, Program Manager for the Labor Department's Office of Apprenticeship Training, and Regional Apprenticeship Representative Owen Golding .

This pre-apprenticeship opportunity, in partnership with the insurance industry, runs for 22.5 weeks and is geared to prepare students to sit for the state licensing exam. The accelerated full-time program consists of six courses with accreditation. Students earn 18 credits when they complete the program and credits are transferrable to Associates and Bachelor's degree programs. In tandem with course studies, the students work with local insurance companies and are paid \$12 an hour. Job opportunities include entry-level positions such as: Customer Service Representative, Insurance Broker, Insurance Producer, and Relationship Manager.

The "earn while you learn" program is designed to fill a projected shortage of insurance agents – especially since many are approaching retirement age. According to Berch, the program is a student-centered model that could be replicated by other institutions.



State Labor Commissioner Kurt Westby (second from right) with (from left) Goodwin staff Dr. Matt Connell, Program Director and Assistant Professor of Business Administration; Kathleen Bolduc, Director of Business Innovation, Business and Advanced Manufacturing; and Dr. Cliff Thermer, Assistant Vice President for Strategy and Business Development.

