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A dozen ways to advance your insurance career

By [Elana Ashanti Jefferson](https://www.propertycasualty360.com/author/profile/Elana-Ashanti-Jefferson/) | May 19, 2019 at 07:35 PM

"Pursue professional education and engagement outside the expected requirements of one's position. To advance, one has to distinguish oneself as a knowledgeable leader. By taking courses and attending events that involve networking and activities that encourage a broader perspective an agent (or any insurance professional) can show that they perceive themselves as a potential leader and in fact obtain the knowledge and connections they in fact need to make that perception a reality. CPCU is a credential that I think every insurance professional seeking to advance professionally should consider, a the CPCU Society is a great organization for lifelong learning and engagement — Paul Tetrault, JD, CPCU, ARM, AIM, Executive Director, The Insurance Librarians (Photo: Shutterstock)

"Things are always working out for you."

That's the spirit and inspiration behind Oprah Winfrey's newest book, "The Path Made Clear: Discovering Your Life's Direction and Purpose," (Flatiron Books, 2019). The book weaves together Winfrey's personal anecdotes with pearls of wisdom from such well-known contemporary luminaries as Jay-Z, Ellen DeGeneres, Elizabeth Gilbert and Eckhart Tolle.

The media magnet says her hope for the book is that it will help readers discover not only who they are but *who they're meant to be*.

"There is no greater gift you can give or receive than to honor your calling," Winfrey writes. "It's why you were born. And how you become most truly alive."

If your calling is to be a leader in the insurance world, the path may not always be clear. But as Winfrey illustrates in her book, it can be easier to find when those who've gone before you help light the way.

In this first installment of our periodic series offering pointed peer advice to insurance professionals, we asked insurance and business leaders what they believe is the single most important thing an individual can do to advance to an executive position. Their insights are included in the slideshow above.

See also:

- [Career longevity advice from a 'risk manager for life'](https://www.propertycasualty360.com/2018/04/16/career-longevity-advice-from-a-risk-manager-for-life/) (<https://www.propertycasualty360.com/2018/04/16/career-longevity-advice-from-a-risk-manager-for-life/>)
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- [7 tips for a more effective insurance claim](https://www.propertycasualty360.com/2017/12/15/7-tips-for-a-more-effective-insurance-claim/) (<https://www.propertycasualty360.com/2017/12/15/7-tips-for-a-more-effective-insurance-claim/>)

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Today's Large & Complex Claims Landscape: Preparing for the Perfect Storm

<https://www.propertycasualty360.com/2019/07/22/get-smart-why-insurers-need-to-rethink-their-communication-strategies/>

It's important insurers learn lessons from the heavy hurricane seasons of recent years and ensure the best possible resources are deployed to work the frontlines of the next catastrophe.

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Filling open spots is tough in the current marketplace. Make sure your company is one that attracts and retains the best.

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