

Financial Services Fast Track

Financial services is a very professionally oriented major designed to prepare you for a career in banking, insurance, real estate, commercial credit and collections, securities, and commodities, and finance, to name a few industries. All of these industries are concerned with the art and science of managing money or, if you like, the way people, institutions, markets, and countries generate and transfer wealth.

Is Financial Services for you?

You might like financial services if you have excellent written and interpersonal communication skills; excellent analytical and research skills; good organizational and customer service skills; creativity; problem-solving ability; sales ability; strong negotiation and persuasion skills; and the ability to handle multiple tasks in a busy environment.

Possible Job Titles:

personal banker	financial advisor	financial representative
lending representative	property manager	loan processor
loan originator	teller	account manager
investment representative	banking associate	insurance sales agent
financial sales	investment consultant	loan and credit clerk

Job Outlook:

Employment in financial services is cyclical. The banking industry is affected by technology, deregulation, mergers, and population growth in a variety of positive and negative ways. The need for professional and sales occupations, customer service representatives with technical expertise, and personal bankers is expected to increase. Banks will continue to face competition from non-bank establishments such as consumer credit companies and mortgage brokers. Some job growth is expected in the insurance industry from the field's expansion into the broader financial services field. Medical services and health insurance is the fastest growing section of the insurance field. In the investment industry, employment growth will be driven primarily by increasing levels of investment in securities and commodities in the global marketplace, as well as the growing need for investment advice. Employment of personal financial advisors is expected to increase rapidly.

Salaries:

In business, pay varies based on the amount of responsibility and how long employees have worked for the firm. It also varies by the type, size, and location of the firm.

Salaries for financial services positions are employer specific and industry specific. In Illinois, the average hourly wage for **financial analyst** is \$29.81; **bank teller** is \$9.95; **loan interviewers and clerks** is \$14.99; **new accounts clerks** is \$13.41; **credit analyst** is \$23.99; **bank/financial manager** is \$42.08; **insurance sales agent** is \$21.56; **insurance claims and policy processing clerks** is \$14.74.

Articulation Agreements:

Transfer options for bachelor's degree completion may be available. Check with your Fast Track Counselor.

Sources of more information:

What Can I Do With a Major in...Finance

<http://www.uncwil.edu/stuaff/career/Majors/finance.htm>

Occupational Outlook Handbook – Financial Managers

<http://www.bls.gov/oco/ocos010.htm>

Local job listings – College Central.com/harper

www.collegecentral.com/harper

Harper College Career Center (Student Services > Career Center > For Students > What Can I Do With This Major?)

www.harpercollege.edu