

CTE: THE KEY TO ECONOMIC DEVELOPMENT

Financial Services:



Represented almost

8%

of U.S. gross domestic product in 2010¹

Employed almost

6 million

people in 2012²

Is experiencing a talent shortage³

What is the pathway to these fulfilling and essential careers?

Career and Technical Education!



Pearson

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Financial Services

Fundamental to our economy, the financial services sector:

- includes banking, asset management, insurance, venture capital and real estate⁴
- relies on skilled employees
- is an established industry in many states

What jobs are available in financial services?

Financial services will outpace all other sectors in employment growth by 2020, creating at least 10 million job vacancies, more than half of which will be new jobs.⁵ Growth will be fueled by economic recovery and the financial needs of an aging population. In particular, jobs for cost estimators are projected to grow by 26 percent through 2022 and jobs for personal financial advisers by 27 percent, owing to a rise in investing.⁶ Jobs for credit analysts as well as bill and account collectors are expected to increase by up to 19 percent by 2018, the latter because of better debt collection rates as the economy improves.⁷ Opportunities will also be strong in risk management, auditing and insurance sales.⁸

Business and financial occupations paid \$62,500 on average in 2012.⁹ Workers in this sector with less than a bachelor's degree can earn more than the national median wage, including claims adjusters, loan interviewers and clerks, insurance underwriters, loan officers and credit analysts.¹⁰

At least some postsecondary education will be needed for 85 percent of jobs in this sector by 2018.¹¹ Almost one-third of these occupations will fall into the middle-skills category, requiring education beyond high school but less than a bachelor's degree.¹² In addition, licenses awarded by states and regulatory bodies such as the Financial Industry Regulatory Authority are vital for most employed in this sector, while relevant industry-recognized certifications include the Chartered Financial Analyst certification.¹³ Occupations in financial services require technical, academic and employability skills to prepare financial records, value assets, help people and businesses make financial decisions and more. What follows is a small sampling of jobs in financial services:

- bookkeepers
- auditors
- real estate appraisers
- budget analysts
- insurance claims adjusters
- loan officers
- bank tellers
- compliance officers



Endnotes

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How does CTE prepare the financial services workforce?

Career and technical education (CTE) prepares high school, postsecondary and adult students for careers in financial services through:

- the national Career Clusters Framework—including Career Clusters and pathways in finance as well as business management and administration—which outlines course progressions that help students explore career options and prepare for college and career success
- CTE courses in payroll, income tax and cost accounting; business economics; risk management and insurance; securities and investment; business law and ethics; and more, all integrated with rigorous academics
- work-based learning experiences, such as job shadowing, internships and school-based businesses like the in-school bank branch operated by the students of the Pike County High School Business and Finance Academy in Alabama¹⁴
- career and technical student organization enrichment experiences, such as Business Professionals of America and Future Business Leaders of America-Phi Beta Lambda competitions in a variety of accounting sub-specialties, financial analysis and planning, insurance and more¹⁵
- opportunities to earn stackable certificates and degrees as well as licenses and industry-recognized certifications such as the Associate in General Insurance (AINS) certification, a foundational credential for the industry¹⁶

What are promising programs in financial services?

Students are off to a strong start on postsecondary education and careers in finance at the Academy of Finance at Twin Falls High School in Idaho, a National Academy Foundation (NAF) site. Sophomores, juniors and seniors take courses in financial and managerial accounting, personal finance, business management/entrepreneurship, macroeconomics and Microsoft Office, with opportunities to earn more than 15 dual credits through the College of Southern Idaho. In addition, students can earn the WISE financial literacy certification and the NAF certificate of completion. Students pursue learning off site, participating in community activities, visiting governmental agencies such as the Bankruptcy Court and job shadowing. They intern during the summer between their junior and senior years with businesses and organizations such as Hewlett-Packard and the University of Colorado Athletics Department—leading to full-time employment in some cases. The academy has been recognized as a Blue Star Banner school by WISE and as 2013 Exemplary Program by Idaho's Division of Professional-Technical Education.¹⁷

In Central Florida, accounting professionals are in demand at for-profit and non-profit organizations, with entry-level positions available. Valencia College in Florida offers several accounting certificate programs, leading to an Associate in Science degree in accounting technology, in which students learn accounting principles, theories and procedures, with an emphasis on the latest technology. Students can earn credit for relevant industry certifications, and the school provides a transfer plan to help students progress to a Florida public university. Valencia College also provides continuing education and workforce training programs for accounting and financial services professionals. The school along with key partners in the community was integral in bringing Verizon's accounting, finance, payroll and back-office operations to Central Florida in 2013. Verizon leaders cited the region's talent pipeline in finance and accounting as a key factor in the move.¹⁸



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