

## The Industry — What does an Average Agent Make?

The Bureau of Labor Statistics (BLS) recently came out with a list of 820 U.S. occupations and their average wages for 2013. Some of the info on the list is surprising. But some of it is not.

It is — however — a fascinating look at U.S. salaries. Here are some numbers from the top to the bottom and a couple in the middle:

- The top of the list is anesthesiologists who make \$235,100 annually
- Chief executives earn \$178,400
- Sales managers bring in \$123,200
- Pharmacists average \$116,500
- Actuaries earn \$107,700
- Commercial pilots get \$80,800
- Dental hygienists take home \$71,500
- Police officers earn \$58,700
- Farm labor contractors get \$42,900
- Roustabouts take home \$36,200
- Childcare workers make \$21,500

In the insurance biz salaries are decent but on this scale, rather average.

- Insurance Underwriters make \$70,100
- Insurance Sales Agents earn \$63,600

Here are detailed statistics from the BLS on insurance sales agent compensation:  
<http://www.bls.gov/oes/2013/may/oes413021.htm>.

