

# 2019 Q1

## INSURANCE LABOR OUTLOOK STUDY

Insurance Talent  
**JACOBSON**

See the results of the first quarter iteration of The Jacobson Group and Aon's 2019 U.S. Insurance Labor Outlook Study. A valuable industry tool, the study examined data collected on insurance industry hiring and revenue trends and projections. What did we learn about the staffing outlook for 2019?

### 61%

of companies plan to increase staff in the next 12 months.



### 79%

of companies expect an increase in revenue growth.

### 50%

of insurers increasing staff consider **new markets** the primary reason to hire.



**Technology** is the area most likely to increase staff, followed by **claims**, and **sales and marketing**.

The most difficult positions to fill are **technology**, **actuarial** and **executive** openings.



### 18%

of companies intend to **increase** their use of temporary employees.

### ABOUT US

The Jacobson Group is the leading provider of talent to the insurance industry. For nearly 50 years, Jacobson has been connecting organizations with insurance professionals at all levels across all industry verticals. We provide an array of services including executive search, professional recruiting, temporary staffing and subject matter experts. Regardless of the need or situation, Jacobson is the insurance talent solution.

If you would like to see the full results of the Semi-Annual Insurance Labor Market Study, download them here: [jcbsn.gr/2019Q1LaborStudyResults](http://jcbsn.gr/2019Q1LaborStudyResults).

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