

Discover Insurance with the National Invest Program

A Direct Pathway to a High-Demand, High-Growth Career

Insurance is one of the most essential and fastest growing industries in the country, offering stable and in-demand career opportunities across business, finance, sales, technology and operations. Every person, business and community depends on it and behind it all are professionals helping people protect what matters most. The National Invest Program provides a hands-on introduction to insurance and risk management, equipping high school students with practical skills and a clear pathway to begin an insurance career.

Delivered in partnership with local insurance professionals and organizations, the National Invest Program connects classroom learning to real career opportunities through industry engagement, mentorship and practical experience. Upon completion, students earn an Invest Certificate of Completion to strengthen their resume and job applications for internships and entry-level roles across agencies, carriers, brokerages and the broader insurance ecosystem. In addition, students may apply for Invest scholarship opportunities.

Curriculum Overview

In this program, students are exposed to more than 30 hours of insurance content across 14 interactive, self-paced virtual modules, along with in-person or virtual presentations delivered by your local industry professionals. Together, these learning experiences provide a strong foundation in:

Understanding Insurance & Risk Management

Chapter 1: Introduction to Insurance and Chapter 2: Managing Risk

Builds a strong foundation in how insurance works, why it matters, and how individuals and families manage risk in everyday life

How the Insurance Industry Works

Chapter 3: Marketing and Selling Insurance and Chapter 4: Insurance Agency Operations

Explores how insurance products are developed, marketed, and delivered, while introducing the role of agencies and the customer lifecycle

Auto Insurance

Chapter 5: Current Issues in Auto Insurance, Chapter 6: The Personal Automobile Policy (PAP), and Chapter 7: Determining the Price of Personal Auto Insurance

Examines driver risk, legal requirements, and coverage structure, including how policies function and how pricing is determined

Homeowners & Renters Insurance

Chapter 8: Property Coverage for Homeowners and Chapter 9: Homeowners Insurance

Provides insight into property and liability protection, policy structure, and how coverage responds to real-world losses

Business Insurance

Chapter 10: The Business Owners Policy (BOP)

Introduces insurance solutions for small businesses, including property and liability exposures and bundled coverage approaches

Life & Health Insurance

Chapter 11: Health Insurance and Chapter 12: Life Insurance

Explores financial protection strategies across life stages, including health coverage, disability income, and life insurance planning

Surplus Lines Insurance

Chapter 13: The Surplus Lines Market

Explores how insurance adapts to cover unique or high-risk situations beyond the standard market, highlighting flexibility and innovation

Insurance Careers

Chapter 14: Careers in Insurance

Highlights diverse career pathways across agencies, carriers, and specialty markets, connecting classroom learning to real-world opportunities

Industry Recognition

Invest is supported by leading insurance companies and staff administered by the Independent Insurance Agents & Brokers of America, the nation's oldest and largest association of independent insurance agencies, giving our certificate of completion strong industry credibility.

Getting Started

1. Coordinate a 30-Minute Virtual Meeting with Invest staff to discuss program goals, implementation and partnership investment.
2. Complete the Enrollment Form to confirm participation and provide program details
3. Launch Your Program: Online course access will be available within 5 business days of completion of enrollment form and partnership agreement.

Additional Support

We are invested in the success of your program and are happy to provide additional assistance:

1. Develop a customized program aligned to your organization's goals
2. Provide promotional materials to support student awareness and participation
3. Support recruitment and coordination of local industry volunteers

Explore our online curriculum at www.investprogram.org/teacher to review course content and structure.