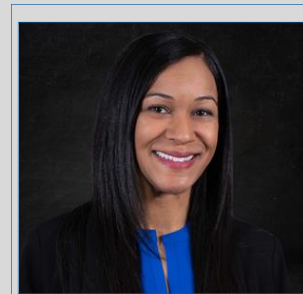


# FROM FINANCIAL LITERACY TO INSURANCE CAREERS

EXPLORE OUR FREE,  
CLASSROOM-READY CURRICULUM



[investprogram.org/teacher](https://investprogram.org/teacher)



**Whitnee Dillard**  
Executive Director



**Johanna Holling**  
Volunteer Relations  
Program Manager

**Which state  
is your DECA  
chapter(s)  
located?**





## About Us

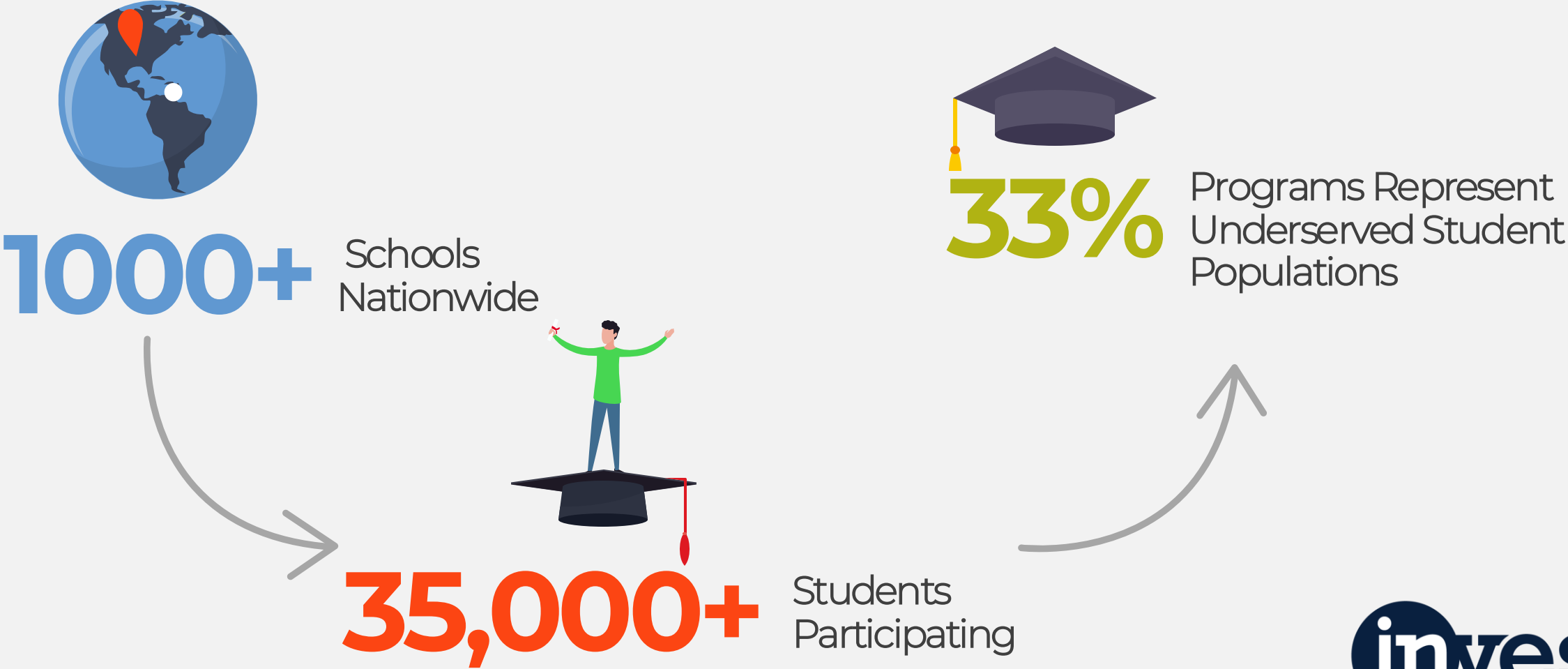
**Invest** is a 501c-3 organization that educates individuals on insurance, financial literacy and risk management, while encouraging the pursuit of insurance careers.

# What is Invest

- Provides most students with their first introduction to insurance
- Taught in high schools, colleges and workforce development programs
- Gives students in-person exposure to insurance professionals and potential insurance careers



# We are working to reach new schools everyday





**Has your state  
implemented  
financial literacy  
requirements?**



A photograph of four students walking away from the camera on a sidewalk. The student on the far left is wearing a white t-shirt, black pants, and a red backpack. The student next to them is wearing a yellow t-shirt, blue jeans, and a grey backpack. The student on the far right is wearing a plaid shirt, blue jeans, and a grey backpack. The student in the middle is wearing a white t-shirt, black pants, and a red backpack. The background shows a city street with buildings and a clear sky.

# **The Insurance Industry NEEDS Talent!**

*The industry's depends on attracting the next generation of insurance professionals.*

400K

PROFESSIONALS  
RETIRING

*expected to leave the industry over  
the next five years*

1.37M

WORKERS AGE 55+

*nearly 1 in 4 employees across the  
insurance industry*

30%

GEN Z BY 2030

*One third of labor force will be  
Gen Z by 2030*

Sources: U.S. Bureau of Labor Statistics—projected retirements by 2026 (via Insurance Business, 2023) and workers age 55+ (via The Jonus Group); ACORD millennial workforce study (via Insurance Business, 2020)—millennial career interest.



<https://pollev.com/investprogram801>

**What do think  
the reaction  
would be if you  
mentioned  
insurance as a  
career?**



CHANGING THE NARRATIVE

**I FELL INTO  
INSURANCE**

 **invest**

What makes our  
industry appealing?



# ENTREPRENEURSHIP

- **Variety** — Every day can present new opportunities and challenges.
- **Advancement** — Endless potential for growth.
- **Stability** — Multi-billion-dollar industry with a long history of growth.
- **Flexibility** — Great work / life balance.
- **Impact** — You can succeed professionally while making an impact in your community.



# Why you should choose Insurance





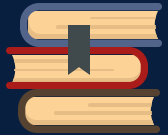
# How Invest Supports Your School



**Assistance from Invest  
Staff and Invest Teachers**



**Student Insurance  
Competitions**



**FREE Online Curriculum  
with quizzes and tests**



**Online Games and  
Activities**



**FREE Teacher's Guide  
with Lesson Plans**



**Volunteer Insurance  
Industry Speakers**



**Online Teacher Community**



**Scholarship Opportunities**

[investprogram.org/teacher](https://investprogram.org/teacher)

The National Invest Program Presents

# Class in Session at Applied Net

Wednesday, September 30, 2026

Join us at the  
*Gaylord Resort &  
Convention Center  
in National Harbor,  
Maryland*

LEARN MORE >



**Special Thanks to Applied Net for  
Partnering to Connect Next Gen with  
Today's Insurance Leaders!**

## Student Experience at Applied Net

- Real-World Learning Beyond the Classroom
- Career Exploration and Professional Skill Building
- Direct Engagement with Insurance Industry Professionals
- Interactive Networking and Mentorship Opportunities
- National Industry Conference Experience
- ★ PLUS! Hear from a Special Guest Who Once Called  
The White House Home and Managed the Ultimate Risk



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## Schedule of Events

- 11:15 AM Student Welcome
- 11:30 AM Exhibit Hall and Lunch
- 1:00 PM Afternoon Student Sessions
- 3:00 PM Special Keynote Address
- 5:00 PM Student Departure

**Learn more at [investprogram.org/teacher](https://investprogram.org/teacher)**

# Curriculum Overview

- ☐ **Careers in Insurance**
- ☐ **Agency Operations**
- ☐ **Marketing & Selling Insurance**
- ☐ **Managing Risks**
- ☐ **Car Insurance**
- ☐ **Homeowners & Renters Insurance**
- ☐ **Businessowners Insurance**
- ☐ **Life Insurance**
- ☐ **Health Insurance**
- ☐ **Surplus Lines Insurance**

[investprogram.org/teacher](https://investprogram.org/teacher)





**[investprogram.org/teacher](https://investprogram.org/teacher)**

# New Learning Management System preview at [investprogram.org/lms](https://investprogram.org/lms)

Chapter One - Introduction to Insurance PREVIEW >>



**Introduction to Insurance**

**Chapter 1 - Preview**

**invest** SM

Slides

- 1. Welcome to Chapter One, Introduction to...
- 2. Course Objectives
- ▶ 3. Chapter Overview
- 4. How Insurance Began
- 5. Lloyd's of London
- 6. Quiz 11

1 of 11 < Next >

A photograph of a male teacher with glasses, wearing a light blue button-down shirt and jeans, sitting and pointing towards a group of students in a classroom. The students are seated at desks with laptops, looking towards the teacher. The classroom has large windows in the background, letting in bright light. The overall scene is a positive, educational environment.

# **Bring Our Volunteers to Your Classroom**



# Becoming an Invest Chapter



**Getting Started.** Current or aspiring Invest Chapters must gather the following:

- **School Administrator Letter of Support**  
This can be your Principal, Vice Principal, Guidance Counselor, Career and/or Technical Education Coordinator.
- **Workforce Development or Community College Letter of Support**  
This should be from an Executive level leader at the workforce development and/or community college.

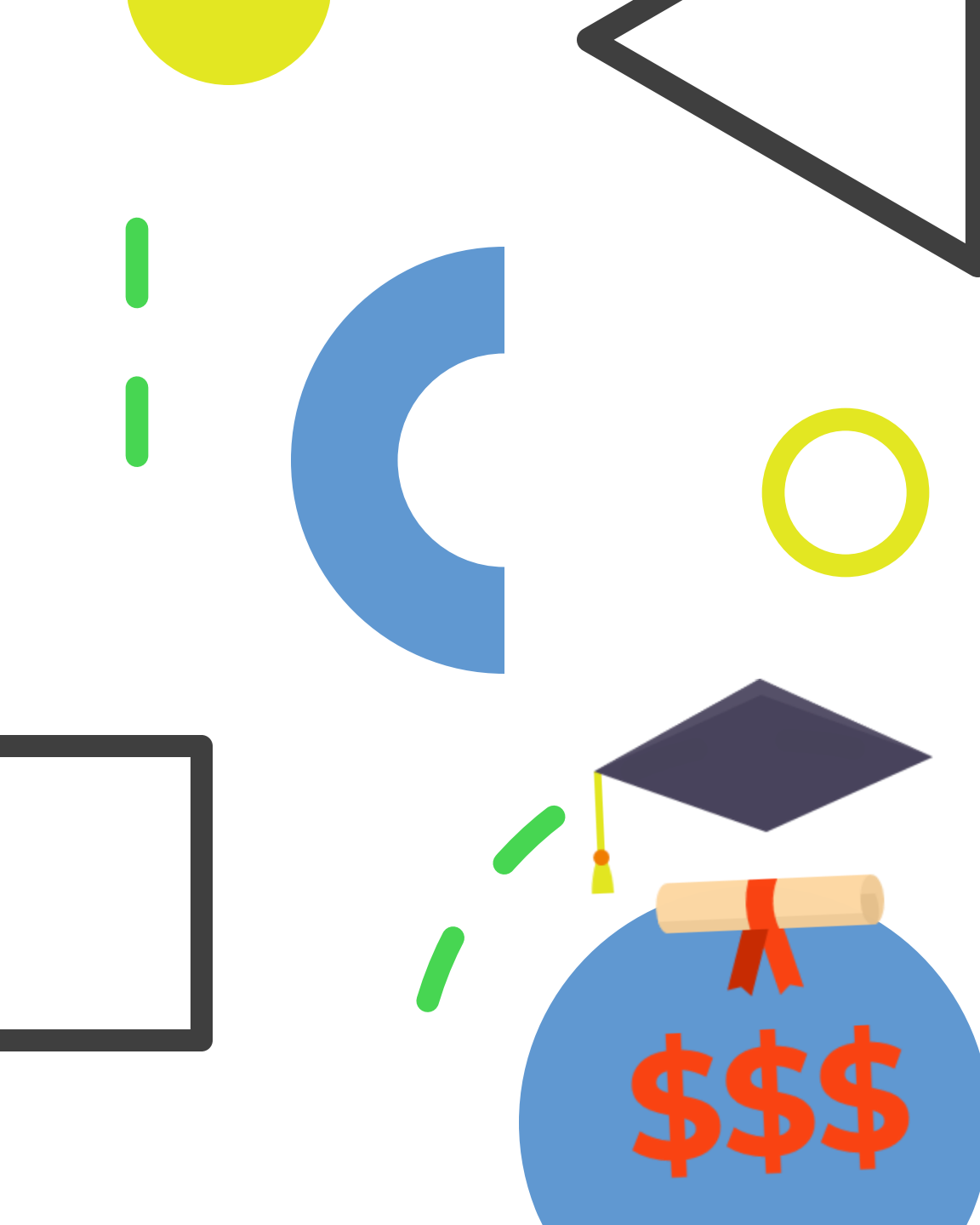
# Becoming an Invest Chapter



**Local Insurance Entity Support.** Current or aspiring Invest Chapters must gather two or more Letters of Support from the following:

- **Insurance Agency** *\*one is required*
- **Insurance Company**
- **Professional Insurance Association Chapter**
- **Collegiate Insurance Risk Management Program**
- **State Insurance Commissioner's Office**





# Scholarships

## Classroom to Careers

Helps reimburse insurance education expenses for those wishing to move directly into career

## College Bound

Provides \$5,000 and \$10,000 to help with collegiate studies

[investprogram.org/scholarship](https://investprogram.org/scholarship)

# 2025 Collegiate Scholarship Winners

**\$10,000**

**Matthias Overley**  
**Wilson Talent Center**  
**Michigan**

**\$5,000**

**Scott Baylor**  
**Dryden High School**  
**New York**

**\$5,000**

**Rhania Suarez**  
**Marjory Stoneman Douglas**  
**Florida**

**\$5,000**

**Alisha Ansari**  
**Windermere High School**  
**Florida**

[investprogram.org/halloffame](https://investprogram.org/halloffame)

## Invest 2025 Hall of Fame

Highlighting excellence in both insurance education and insurance innovation.

Congratulations to Our 2025 Scholarship Recipients



**Alisha Ansari**  
University of Florida  
Gainesville, Florida



**Scottie Baylor**  
Le Moyne College  
Syracuse, New York



**Matthias Overley**  
Michigan State University  
Lansing, Michigan



**Rhania Suarez**  
University of Central Florida  
Orlando, Florida

✓ [Access Our 2021-2024 Hall of Fame Recipients here.](#)

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## **2026/27 Student Challenge**

**Innovation In Action**

**Help Next Gen Discover  
Their Insurance Path**

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**Submission Portal Opens: December 7, 2026**

**Submission Portal Closes: February 1, 2027**



# **Innovation In Action:** Help Next Gen Discover Their Insurance Path

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You are a young professional launching a new insurance agency and want to build the ultimate team of next gen leaders.

Create a business plan introducing the key professionals you would hire, their essential duties to your company's success and how each role could be appealing to Gen Z.

Summarize plan in a creative 3-5 minutes video.





# Winners will receive

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- Cash Prizes
- Feature on Insurance Industry Platforms
- Access to Classroom to Careers Scholarship Funds
- Recognition on Invest's Hall of Fame





## Last Year's Challenge

### REAL WORLD READY:

What every 18-year-old should know about insurance before life hits

193 Team Submissions from 27 States

2025 Student Challenge – Innovation in Action:  
Driving Next Gen to Insurance Careers  
151 Team Submissions from 22 States

**[investprogram.org/studentchallenge](https://investprogram.org/studentchallenge)**

**[investprogram.org/halloffame](https://investprogram.org/halloffame)**



# Invest 2025 Hall of Fame

Highlighting excellence in both insurance education and insurance innovation.

***Please Note: Our 2025 Invest Scholarship Recipients will be announced by May 12, 2025.***

## Congratulations to our Innovation in Action Winning Teams



[investprogram.org/halloffame](https://investprogram.org/halloffame)





# Next Steps



**Complete Enrollment Form:  
[Investprogram.org/teacher](https://investprogram.org/teacher)**



**Connect with the Invest team.  
[Investprogram.org/connect](https://investprogram.org/connect)**



**Get Started!  
Upon enrolling your course  
will be ready within  
5 business days**



*We look forward to working with you!*

## Thank You to Our Supporters



**Sign Up for Our  
Quarterly Newsletter**

