Insurance Broker

Help people and businesses buy home, car and business insurance from many companies. Licensed in months, no degree needed.

TYPICAL PAY	PAY RANGE	TIME TO QUALIFY
$62,000 a year, full time	**$44k to $107k** starting to experienced	**up to 1 year** after high school

DEMAND	LICENCE NEEDED	WHERE YOU WORK
Good job outlook	**Yes** regulated job	**Brokerages, insurance companies, home office**

How you get there

1. **High school** — Grade 12
   Job Bank says completion of secondary school is usually all that is required. Business, English and math help.
2. **Get hired** — Weeks to months
   Many brokerages hire unlicensed people into customer service and train them. A college diploma in insurance or business helps but is not required.
3. **Pass the licensing exam** — 1 to 3 months of study
   Ontario: the RIBO (Registered Insurance Brokers of Ontario) Level 1 exam. Alberta: the General Licence Qualification Program exam through the Alberta Insurance Council. Each province has its own.
4. **Work under supervision** — 1 to 2 years
   Quote and bind home and auto policies, handle renewals, learn the products. Higher licence levels come with experience and more exams.
5. **Specialize** — 3 or more years in
   Commercial lines, farm, marine, or move into management or your own brokerage.

Pros and cons

+ Licensed and earning within months, no debt
+ Job Bank sees a moderate risk of labour shortage through 2033
+ Clear ladder to commercial work and ownership

– Lots of upset customers, especially at renewal time
– Sales targets at many brokerages
– Modest pay for the first few years

Good to know

A shortage is coming
Job Bank counted about 86,800 insurance brokers and agents in 2023, and 35% were aged 50 or over. It expects a moderate risk of labour shortage nationally through 2033, and rates prospects good i...

Broker is not the same as agent
An agent sells for one insurance company. A broker represents you and shops your policy across many companies. Canada has over 43,000 property and casualty brokers, represented nationally by the...

Optional boosts

CAIB (Canadian Accredited Insurance Broker). CIP (Chartered Insurance Professional). Commercial lines. Life licence.

Where these numbers come from

Job Bank: Insurance broker, wages (updated Nov 2025)
RIBO (Registered Insurance Brokers of Ontario)
RIBO: Licensing examinations
Insurance Brokers Association of Ontario

Numbers checked September 2026. Pay figures are typical full-time annual amounts in Canadian dollars, based on Government of Canada Job Bank wage data and published salary grids. They vary by province, employer and experience. Tuition is for domestic students. Sources, links and the click-through version: https://career.help/ca/careers/insurance-broker

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