



NEWS RELEASE

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CONTACT: Karyn Roeling
(813) 495-8542
or
Steve Holub
(813) 716-0041

Seibert Insurance Launches New Business Internship Program for College Students *Program offers valuable training, solid introduction to insurance career paths*

TAMPA, Fla. – January 7, 2010 – At a time when many other employers are downsizing, Seibert Insurance Agency is growing, and announced today creation of an internship program to cultivate future employees to prepare for that growth. The semester-long internship program, for Juniors and Seniors majoring in business, requires 15 – 20 hours per week and will provide the opportunity for interns to obtain a license to offer and service insurance policies while working at the agency. They will work with clients, develop quotes and rotate through various staff positions to create awareness and interest in the numerous career paths available in the insurance industry.

The idea stemmed from Karyn Seibert Roeling, CPCU and Vice President of Seibert Insurance. Before joining Seibert in 2005, she worked at USAA as an underwriter and recruiter who participated in college recruiting trips and performed hundreds of interviews with potential candidates. “Looking back on that experience, I realized that there is a lack of awareness about many aspects of the insurance industry, what it is and who needs it, “ said Roeling. “Insurance is not a commodity. It takes many different talents to derive the appropriate rate, to program computers, support the agency IT (Information Technology), write a policy, service a client, handle a claim, underwrite the policy to ensure that an appropriate rate is being charged and provide loss prevention services and risk management.”

Karyn’s father founded the agency, so she has been exposed to insurance all of her life. She went to FSU where she received a Major in Risk Management and Insurance and realized the many opportunities in the industry. Friends who graduated with her from many different majors ended up in the insurance industry. “A Marketing Major is now a successful claims adjuster, an Accounting Major is in sales, a Political Science Major is an agent, and another, a General Business Major is an underwriter,” said Roeling. “Obviously, this is a career that can meet the interests of a variety of people with varied skills and training, and an industry that is doing better than many today.”

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The program allows interns to accompany agents on appointments, sit in on staff meetings, and get an in-depth view of how a family-owned and operated small business functions. “This internship program will help our agency and the young people who participate,” said Roeling. “We are looking for enthusiastic, energetic individuals who are serious about their future, and interested in exploring the opportunities this industry offers.”

Seibert Insurance Agency, a full-service, one-stop agency representing more than 100 insurance companies, was founded in 1971 and serves clients throughout Hillsborough, Pinellas, Pasco and Polk County. The agency provides automobile, truck, boat, homeowners, life, commercial property, general and professional liability insurance, as well as annuities and mutual fund services. For more information about Seibert Insurance’s college internship program and our services, visit www.seibertagency.com, call Karyn Seibert Roeling at 813-960-4672 or e-mail karyn@seibertagency.com.

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