

Career Opportunities

A Profession That Enables Women To Balance A Family And A Career

(NAPSA)—Many believe that flexibility is a key measure of physical fitness. For some women, flexibility is also important when trying to find a career that can accommodate the demands of both a job and a family.

According to Business and Professional Women's Foundation, there are almost 70 million working women today, up four-fold from 1950. Six in 10 women participate in the workforce, and nearly 75 percent of all mothers work. Seven in 10 mothers have young children, and half have infants. The vast majority of women—86 percent—report that flexible work schedules are important to them.

Yet, most don't want to be penalized financially, considering that women still earn, on average, about three-quarters of what men earn.

A career path that some women have found rewarding—both for its earnings potential and its flexibility—is that of insurance agent. As one woman put it, she found the ability to earn a good income and make her own hours that fit her lifestyle.

One company that has been recognized as devoted to helping women advance in their careers and personal financial situations is New York Life. In recent years, New York Life has landed on many lists as one of the nation's top employers and was named among the best places to work by the National Association for Female Executives, Profiles in



Some women have found the career of insurance agent particularly rewarding because it allows them to earn a good income and make their own hours.

Diversity Journal, Diversity Inc., Essence, Women for Hire and Latina Style.

In 2006, Fortune recognized the insurer on its list of the World's Most Admired Companies.

One of the largest insurance companies in the U.S., it offers products and services to help customers meet their retirement, college, business-planning and estate-planning needs.

Some believe women agents have a knack for understanding and helping clients deal with these needs, which is no surprise. Countless academic studies show that the inherent qualities of being a mother, such as time management, empathy and problem solving, translate well to the business world.

More than 300 women agents from New York Life qualified in 2006 for the prestigious Million Dollar Round Table (*MDRT). Less than 1 percent of the indus-

try's agents qualify for this organization. And New York Life has more women MDRT qualifiers than any other insurer in the nation—more than twice as many as the second-place company.

One agent, Kathy Davenport, was already a successful salesperson when she signed on with the company. A young newlywed at the time, she wanted to start a family but didn't want to give up her desire for a career.

After attending the company's women's network meeting, she was convinced she made the correct choice. "It was amazing," she recalls. "I met other women who had tailored success to their own needs. They were parents of young children, parents with adult children, single parents and even older professionals. By learning to work smart, I could design a career that wouldn't detract from time with my family."

Davenport happily recommends her career to other women. "If you have the discipline and time-management skills, you can do well in this business," she says. "Where else can you have the income of a doctor or a lawyer but make your own hours to be with your kids on all the important occasions? I have it all."

For more information about a career with New York Life, visit www.nylcareersforwomen.com or call (800) 497-0849.

*MDRT is recognized throughout the industry as the standard of excellence in life insurance sales performance.