



HUMAN SERVICES CAREER CLUSTER PATHWAY: CONSUMER SERVICES

DEGREE/TRAINING REQUIRED Standard Occupational System (SOC) Code	OCCUPATION	KANSAS AVERAGE SALARY ⁱ	PROJECTED OPENINGS		% CHANGE / EMPLOYMENT PROSPECTS	
			KANSAS ⁱⁱ	USA	KANSAS 2010-2020 ⁱⁱⁱ	USA 2010-2020 ^{iv}
-Associate Degree -Certifications -On the Job Training -2 Yr. Community/Technical Colleges -Registered Apprenticeship						
11-9141	Property, Real Estate & Community Association Manager	\$23.92/hr.	790	18,400	+1%	+6%
41-9022	Real Estate Sales Agent	\$19.75/hr.	340	45,000	+7%	+12%
41-3031	Investment Fund Manager; Securities, Commodities, & Financial Services	\$45.93/hr.	903	47,500	+28%	+15%
Bachelor's Degrees Colleges / Universities						
13-2071	Loan Counselors: Consumer Credit Counselor	\$17.20/hr.	93	N/A	+24%	N/A
13-2072	Loan Officer	\$31.28/hr.	1,569	41,000	+17%	+14%
13-2052	Personal Financial	\$45.29/hr.	975	66,400	+43%	+32%

ⁱ 2010-2020 Kansas Occupational Outlook Study, <http://www.dol.ks.gov>

ⁱⁱ 2010-2020 Kansas Occupational Outlook Study, <http://www.dol.ks.gov>

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^{iv} 2012-2013 National Employment Occupational Outlook Handbook, <http://www.bls.gov/ooh>

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	Advisors: Certified Financial Planner / Financial Advisor					
25-2032	Career & Technical Education Teacher, Secondary School (Family & Consumer Science)	\$23.12/hr.	438	1000	+14%	+1%
25-1194	Postsecondary Career & Technical Education Instructor (Family & Consumer Science)	\$21.84	582	305,700	+26%	+17%
41-3021	Insurance Sales Agents: Insurance Representative	\$26.93/hr.	590	90,200	+24%	+22%

N/A = Data Not Available

Employment is projected to:	Growth compared to average:
increase 21 percent or more	Grow much faster than average
increase 14 to 20 percent	Grow faster than average
increase 7 to 13 percent	Grow about as fast as average
increase 3 to 6 percent	Grow more slowly than average
decrease 2 percent to increase 2 percent	Little or no change
decrease 3 to 9 percent	Decline slowly or moderately
decrease 10 percent or more	Decline rapidly