

Job Title & Description	Entry Wage	Med. Wage	Exp. Wage	Holland Code	Education Required	Available Local Education
<b>Middle School &amp; High School Teachers</b> Engage students in deeper and more varied subject matter than that introduced in elementary school.	\$39,720	\$48,900	\$56,100	CIASE	Bachelor's	Baker Benedictine Butler Central CCCC Colby Donnelly ESU FHSU Hesston K-State KU KWU Labette PSU SCCC Sterling Washburn WSU
<b>Preschool Teachers</b> Instruct preschool-aged children in activities designed to promote social, physical and intellectual growth needed for primary school in preschool, day care center or other child development facility. May be required to hold state certification.	\$19,870	\$26,920	\$35,050	IASE	Associate's	Allen Barclay Benedictine Butler Central Colby Donnelly ESU FHSU Hesston Highland Hutch ICC JCCC KCKCC K-State KU KWU Labette PSU SCCC Washburn WSU
<b>Substitute Teachers</b> Fill in for full-time and part-time teachers when the main staff are sick or on vacation.	\$21,050	\$27,770	\$38,090	N/A	Bachelor's	Barclay Benedictine Butler Central Colby DCCC Donnelly ESU FHTC FHSU Fort Scott Highland K-State KU KWU Labette PSU Washburn WSU
<b>Teacher Assistants</b> Perform duties that are instructional in nature or deliver direct services to students or parents. Serve in a position for which a teacher has ultimate responsibility for the design and implementation of educational programs and services.	\$18,850	\$23,650	\$26,620	CIASE	Some College	Barclay Benedictine Butler Central Colby Donnelly ESU FHSU Highland KU KWU Labette PSU Washburn WSU

## Finance

Financing and investment planning, banking, insurance and business financial management.

Job Title & Description	Entry Wage	Med. Wage	Exp. Wage	Holland Code	Education Required	Available Local Education
<b>Accountants &amp; Auditors</b> Examine, analyze and interpret accounting records for the purpose of giving advice or preparing statements. Install or advise on systems of recording costs or other financial and budgetary data.	\$40,300	\$58,910	\$77,480	CIE	Bachelor's	Baker Barclay Benedictine Butler Central Colby Cowley DCCC Donnelly ESU FHSU Hesston Hutch JCCC K-State KCKCC KU KWU Labette NCCC Pratt PSU SCCC Sterling Washburn WSU WSU Tech
<b>Actuaries</b> Use statistical and economic techniques to evaluate future risks.	\$63,980	\$99,000	\$134,617	CIE	Bachelor's	Barclay Central CCCC Colby Donnelly ESU FHSU K-State PSU Washburn WSU

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<b>Claims Adjusters</b> Review settled claims to determine that payments and settlements have been made in accordance with company practices and procedures, ensuring that proper methods have been followed.	\$44,720	\$67,460	\$78,400	CRIAE	Bachelor's	Barclay Benedictine <b>Central</b> Colby Donnelly ESU FHSU <b>K-State</b> <b>PSU</b> <b>Washburn</b> WSU
<b>Credit Analysts</b> Analyze credit data and financial statements of individuals or firms to determine the degree of risk involved in extending credit or lending money. Prepare reports with credit information for use in decision making.	\$39,340	\$58,300	\$78,880	CRISE	Bachelor's	Barclay Benedictine Colby Donnelly <b>ESU</b> FHSU <b>K-State</b> <b>PSU</b> <b>Washburn</b> WSU
<b>Financial Analysts</b> Analyze and interpret data about all aspects of investment.	\$49,250	\$66,700	\$85,770	CRIE	Bachelor's	Baker Barclay Benedictine <b>Butler</b> <b>Central</b> Colby Donnelly <b>ESU</b> FHSU <b>K-State</b> <b>KWU</b> <b>Labette</b> <b>PSU</b> <b>Sterling</b> <b>Washburn</b> WSU
<b>Financial Managers</b> Plan, direct and coordinate accounting, investing, banking, insurance, securities and other financial activities of a branch, office or department of an establishment.	\$69,930	\$109,990	\$151,278	CSE	Bachelor's	Baker Barclay Benedictine <b>Butler</b> <b>Central</b> CCCC Colby Donnelly <b>ESU</b> FHSU <b>K-State</b> <b>KWU</b> <b>PSU</b> <b>Sterling</b> <b>Washburn</b> WSU
<b>Insurance Sales Agents</b> Sell life, property, casualty, health, automotive or other types of insurance. May refer client to independent brokers, work as an independent broker or be employed by an insurance company.	\$31,860	\$50,440	\$76,490	CSE	Some College	Barclay Benedictine <b>Central</b> Colby Donnelly FHSU <b>Labette</b> NCCC <b>PSU</b> <b>Washburn</b> WSU
<b>Loan Officers</b> Evaluate, authorize or recommend different types of loans.	\$43,100	\$72,170	\$107,057	CISE	Bachelor's	Barclay Benedictine <b>Central</b> Colby Donnelly <b>ESU</b> FHSU <b>K-State</b> <b>KWU</b> <b>PSU</b> <b>Washburn</b> WSU
<b>Logisticians</b> Analyze and coordinate the logistical functions of a firm or organization. Responsible for the entire life cycle of a product, including acquisition, distribution, internal allocation, delivery and final deposit of resources.	\$46,890	\$67,710	\$83,970	CSE	Bachelor's	Barclay Benedictine Colby Donnelly <b>ESU</b> FHSU <b>K-State</b> <b>PSU</b> <b>Washburn</b> WSU
<b>Payroll &amp; Timekeeping Clerks</b> Compile and record employee time and payroll data.	\$31,190	\$42,530	\$49,170	CE	H.S. Diploma	Barclay Benedictine <b>Central</b> CCCC Colby <b>DCCC</b> Donnelly FHSU <b>Labette</b> <b>PSU</b> <b>Washburn</b> WSU
<b>Personal Financial Advisors</b> Advise clients on financial plans using knowledge of tax and investment strategies, securities, insurance, pension plans and real estate.	\$41,920	\$74,210	\$130,145	CISE	Bachelor's	Barclay Benedictine <b>Central</b> Colby Donnelly <b>ESU</b> FHSU <b>K-State</b> <b>KWU</b> <b>PSU</b> <b>Washburn</b>
<b>Securities, Commodities &amp; Financial Services Sales Agents</b> Buy and sell securities in investment and trading firms or call upon businesses and individuals to sell financial services. Provide financial services, such as loan, tax and securities counseling.	\$31,850	\$57,630	\$121,472	CSE	Bachelor's	Barclay Benedictine <b>Central</b> Colby Donnelly <b>ESU</b> FHSU <b>Labette</b> <b>PSU</b> <b>Washburn</b> WSU

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<b>Statisticians</b> Develop or apply mathematical or statistical theory and methods to collect, organize, interpret, and summarize numerical data to provide usable information.	\$57,510	\$77,430	\$98,840	CI	Master's	Baker Barclay Benedictine Central Colby Donnelly ESU FHSU K-State KU KWU PSU Washburn WSU
<b>Tax Preparers</b> Prepare tax returns for individuals or small businesses.	\$23,810	\$35,840	\$46,330	CSE	H.S. Diploma	Barclay Benedictine Central Colby Donnelly FHSU K-State KWU PSU Washburn WSU
<b>Title Examiners, Abstractors &amp; Searchers</b> Search real estate records, examine titles or summarize pertinent legal or insurance details for a variety of purposes.	\$31,340	\$39,350	\$45,000	CRE	Certificate	Central Colby Donnelly FHSU KU PSU Washburn WSU

## Government & Public Administration

These jobs use leadership and teamwork skills to manage and participate in government, public agencies and institutions to serve the public good.

Job Title & Description	Entry Wage	Med. Wage	Exp. Wage	Holland Code	Education Required	Available Local Education
<b>Compliance Managers</b> Plan, direct or coordinate activities of an organization to ensure compliance with ethical or regulatory standards.	\$54,700	\$90,000	\$120,640	CRIE	Bachelor's	Benedictine Colby Donnelly ESU K-State KWU PSU Washburn WSU
<b>Compliance Officers (Construction, Health &amp; Safety &amp; Transportation)</b> Examine, evaluate and investigate eligibility or conformity with laws and regulations governing contract compliance of licenses and permits and other compliance and enforcement inspection activities.	\$37,900	\$54,470	\$69,450	N/A	Bachelor's	Donnelly K-State KWU Labette PSU Washburn WSU WSU Tech
<b>Legislators</b> Develop, introduce or enact laws and statutes at the local, tribal, state or federal level. Includes only workers in elected positions.	\$17,160	\$18,300	\$29,500	CIASE	N/A	Benedictine Colby Donnelly ESU FHSU K-State KWU PSU Washburn WSU
<b>Postmasters &amp; Mail Superintendents</b> Plan, direct or coordinate operational, administrative, management and supportive services of a U.S. post office; coordinate activities of workers engaged in postal and related work in assigned post office.	\$63,600	\$70,820	\$77,140	CRSE	H.S. Diploma	Colby Donnelly FHSU K-State PSU WSU
<b>Social &amp; Community Service Managers</b> Plan, organize or coordinate the activities of a social service program or community outreach organization. Oversee the program or organization's budget and policies regarding participant involvement.	\$39,400	\$56,180	\$71,290	CASE	Bachelor's	CCCC Colby DCCC ESU FHSU K-State KWU PSU Sterling Washburn WSU WSU Tech
<b>Urban &amp; Regional Planners</b> Develop comprehensive plans and programs for use of land and physical facilities of jurisdictions, such as towns, cities, counties and metropolitan areas.	\$47,610	\$63,390	\$74,510	CRIAE	Master's	Colby Donnelly FHSU K-State KU KWU Labette PSU Washburn WSU