

National Hub for Global Leaders In Insurance and Financial Services Offers Smart Career Choices

“My wife and I both spent the majority of our childhood growing up in Iowa. We understand the advantages of living in Iowa. After living in Phoenix for more than 15 years and having our children starting school, we began to consider moving back home to be closer to our families and to give our kids the advantages of a great educational and family environment.”

Scott Sumner
Principal Financial Group



Career opportunities converge in Iowa's concentration of internationally renowned insurance and financial services institutions. Figures from the most recent U.S. Census show Iowa has **2,699 insurance carriers and related companies, plus 2,539 other financial institutions.** These numbers demonstrate Iowa is an important insurance and financial services center. A brief look at a few of these companies provides a sample of the career-advancing environment.

One of the largest and fastest-growing insurance groups in the world and one of the top five insurance groups in the United States — AEGON USA, Inc. —

is located in one of the top quality-of-life cities in the nation: Cedar Rapids, Iowa. Cedar Rapids is also AEGON USA's largest location, with 1,187 employees and the Corporate, Financial Markets, Individual and Investment Divisions located there.

AEGON is committed to “helping you find the future you want and the security you need.” That's a commitment directed at employees as well as clients. While AEGON provides insurance, pension and investment products and services to fulfill virtually every financial need individuals, families, businesses and institutions have, it also offers exciting career opportunities.

As an employer, AEGON's goal is to “maintain a friendly, culturally diverse work environment where contributions are recognized and success is celebrated.” Training, support and hands-on experience enable associates to “make a real difference from day

Rockwell Collins

Rockwell Collins — the world leader in the development of advanced communication and aviation electronics — was founded in Cedar Rapids, Iowa, in 1933. Today, the company provides industry-leading avionics and communications equipment — such as cockpit displays, flight controls and global positioning systems — and in-flight audio and video entertainment systems to aircraft manufacturers worldwide. **Virtually all airlines and most of the military forces in the world operate with Rockwell Collins avionics and communications systems.** Rockwell Collins employs 9,200 people in five eastern Iowa cities. Cutting-edge career opportunities for engineers at Rockwell Collins include working on NASA and military research programs, developing software for global positioning satellites, and creating architectures for wireless networking systems. Management positions are also available in the business development of aviation services.



Farmland Insurance Nationwide Agribusiness

Founded in 1909, **Farmland Insurance/Nationwide Agribusiness** is the leading commercial agribusiness insurer in the United States. Divided into five regions to serve most states, Farmland puts its service teams close to the customer. Its Des Moines, Iowa, headquarters is strategically located in the company's Central Region. Farmland Insurance pledges customers dependability, honesty, specialization in product design, fair pricing and superior service. It employs people who deliver on that pledge. Farmland frequently posts career opportunities for commercial underwriters, loss-control representatives, programmer analysts, office and field adjusters, regional support specialists, and financial reporting accountants.

one.” AEGON provides associates with access to resources that only a global leader can offer.

AEGON seeks strong candidates in service, operational and technology positions. Career openings posted recently included accountant, financial consultant, network engineer, portfolio analyst, risk analyst, senior programmer, and underwriter.

Principal Financial Group, which serves more than 13 million customers worldwide, is a member of the **Fortune 500** and one of *Fortune's* “Most Admired Companies.” As a leading global financial institution, Principal Financial Group offers businesses, individuals

and institutional clients a wide range of financial products and services, including retirement and investment services, life and health insurance, and mortgage banking.

Headquartered in Des Moines, Iowa, Principal offers competitive pay, great benefits and career paths for people seeking opportunities to excel and to make an impact within an organization. Principal is looking for competitive winners who thrive in a **high-performance culture** focused on “getting the job done.”

Founded more than 120 years ago, Principal Financial Group is currently converting from a mutual company to a stock insurance company. *With change comes opportunity.*

Also headquartered in Des Moines, **Allied Insurance** — a member of Nationwide Insurance — provides quality insurance to individuals, families and businesses at a fair price throughout its operating territory. Independent professional agents representing Allied are served by regional offices, including one in West Des Moines.

Fast-paced, highly challenging careers at Allied are available in six categories: insurance, information technology, customer service, document management, finance and accounting, and human resources and administration. Allied Insurance gives new employees a head start with earn-while-you-learn training programs that prepare them for *careers* in insurance. Underwriting and claims are core disciplines in Allied's professional preparation program.

Allied is constructing a new \$137 million Gateway Campus west of downtown Des Moines. The facility will house 1,650 employees.

Farmland Insurance/Nationwide Agribusiness is one of America's largest diversified insurance and financial service providers. Farmland has more than \$115 billion in assets and more than 50,000 employees, agents and producers. Farmland operates in most states and is divided into five regions, putting service teams close to their customers.

Founded in 1909 to provide fire insurance to agribusiness, Farmland Mutual Insurance Company — and its affiliate, Nationwide Agribusiness Insurance Company — is the **leading commercial agribusiness insurer in the United States.** Nationwide is one of America's largest multiple-line insurers and financial services organizations.

Farmland serves the unique risk management needs of agribusiness — ranging from cotton ginner to greenhouse operations, from ag chemical dealers to farm equipment dealers, from commercial feedlots to grain elevators. In addition, the insurer offers liability coverage in areas including workers' compensation, employment practices, and directors' and officers' liability.



State Farm Insurance was founded in 1922 as a mutual automobile insurance company owned by its policyholders. Today, one in five cars is insured by State Farm, which has become **one of the world's largest financial institutions**. State Farm employs 76,500 people and operates 27 regional offices and 1,000 claims service centers.

The mission of State Farm Insurance is to “**help people manage the risks of everyday life, recover from the unexpected and realize their dreams.**” The success of the company is based on a foundation of shared values: quality service and relationships, mutual trust, integrity, and financial strength.



State Farm's vision is to “be the customer's first and best choice” in the products and services it provides. **State Farm became a premier company by “selling and keeping promises” and by being “like a good neighbor.”**

In addition to its alphabet of career paths — from accounting to underwriting — State Farm hires for its Customer Response Center, Insurance Support Centers and Multi-Regional Service Facilities.

Since 1852, the **Wells Fargo** stagecoach has been a symbol of reliable service across the American West. Then, as now, its mission was to connect customers to essential financial services. The spirit of the company remains the same, but the technology has changed. Today, Wells Fargo services are available 24/7 by ATM, phone and personal computer.

Wells Fargo ranks among the nation's top 10 banks in every major product and service group. Depth of knowledge and experience has earned Wells Fargo a leadership position in commercial banking, making it **the top agricultural lender and leading commercial real estate lender in the United States.** Wells Fargo is also ranked, by Gomez Advisors, as one of the Internet's top five banks. It is the only top Internet bank with “bricks and clicks” — a wide network of traditional and supermarket locations plus comprehensive online services.

Employment opportunities with Wells Fargo span the service disciplines the company offers — from insurance to legal, from cash management to portfolio management, from credit to compliance, and from real estate to human resources.

Exceptional career opportunities also exist with other leading insurance and financial companies in Iowa, including American Republic Insurance Company; AmerUs Life; CIGNA Retirement Benefits Services; GuideOne Insurance; Holmes Murphy & Associates; KPMG LLP; NCMIC, Inc.; Seabury & Smith; and Wellmark Blue Cross and Blue Shield of Iowa.

To learn more about **the advantages of working in Iowa**, visit The SmartCareer Move™ Web site at www.smartcareermove.com.

Iowa Takes the Lead in Technology Education

Iowa has a long history of leadership in education. A recent survey conducted by education-research firm Market Data Retrieval **ranked Iowa schools among the top 10 in the nation for “technology sophistication.”** Factors in the index include student-to-computer ratio, number of high-end computers, computer networking and Internet access speed.

Building on its lead position, Iowa schools are partnering with high-tech businesses to create **technology-savvy students and a future-focused workforce with 21st century education.**

Cisco Systems, the worldwide leader in networking for the Internet, is partnering with Iowa-based McLeodUSA and Iowa high schools and community colleges to set up Cisco Networking Academies to train future Information Technology (IT) workers. **Iowa currently has 65 Cisco Academy programs, bringing hands-on, high-tech training to students.** Iowa's “Cisco Kids” learn to design, build and maintain computer networks.

John Houser, director of technology at East Greene High School in Grand Junction, said, “The curriculum is state-of-the-art, giving students the opportunity for greater technology literacy.” East Greene has been a Cisco Academy since 1998.

Addressing the importance of technology education, Kevin Wichtendahl, who oversees Iowa's Cisco Academies, said, “There are more than 300,000 job openings for Internet specialists right now. In the next decade, more than 3 million jobs will require Internet skills.”

Iowa-based ACT, Inc. — the standard-setting authority in college entrance exams — is leading an ambitious nationwide workforce development effort. ACT is establishing a network of ACT Centers dedicated to providing technology-driven, state-of-the-art, on-demand services for businesses, individuals and organizations. The first ACT Center recently opened at Kirkwood Community College in Cedar Rapids, Iowa.

More than 150 two-year colleges, including institutions in metropolitan areas across the country, have committed to establishing ACT Centers. By the end of this year, more than 250 such centers will be operational.

Richard Ferguson, president of ACT, Inc., said, “**ACT Centers will be America's number-one resource for success in the workplace.** If you are a person who wants to achieve career goals, we have the tools you need to succeed.”

Iowa Human Resource Recruitment Consortium

Platinum Level

AEGON Insurance Group/
Life Investors

Allied Insurance/A Nationwide Company

Emerson Process Management/
Fisher Controls Division

Farmland Insurance/Nationwide
Agribusiness

HON INDUSTRIES Inc.

The Integer Group

Integrated DNA Technologies, Inc.

Iowa Health System

John Deere

Maytag Corporation

McLeodUSA

MidAmerican Energy Company

NCS Pearson

Pella Corporation

Pioneer. A DuPont Company

Principal Financial Group

Quaker Oats Company

Rockwell Collins

State Farm Insurance

Strategic America

Vermeer Manufacturing Company

Wells Fargo & Company

Gold Level

ACT, Inc.

Alliant Utilities

American Republic Insurance Company

AmerUs Life

Cap Gemini Ernst & Young

CIGNA Retirement Benefits Services

GuideOne Insurance

Holmes Murphy & Associates

Intermec Corporation

Iowa Area Development Group

Iowa Telecom

KPMG LLP

Meredith Corporation

Microware Systems Corporation

Monsanto

Musco Lighting

NCMIC, Inc.

Qwest Communications International, Inc.

Renaissance Worldwide, Inc.

Sauer-Danfoss

Seabury & Smith

Snyder & Associates

The Stanley Group

Turbine Fuel Technologies, Goodrich
Corporation

Wellmark Blue Cross and Blue Shield of Iowa

Community Level

Ames Chamber & Development Commission

Cedar Valley Economic Development Corporation

Charles City Area Chamber of Commerce

Clear Lake/Mason City Economic
Development Corporations

Corridor Careers — Cedar Rapids/Iowa City

Council Bluffs Chamber/Pottawattamie Area
Growth Alliance

Dallas County Development, Inc.

Greater Des Moines Partnership

Greater Dubuque Development Corporation

Indian Hills Regional Development

Iowa Great Lakes Corridor of Opportunity

Jasper County Alliance for Economic Development

Marshall Economic Development Impact
Committee

Muscatine Development Corporation

Northwest Iowa Economic Developers

Quad City Development Group



SmartCareerMove.com features
nearly 2,000 professional and
technical career opportunities
at a salary level of \$30,000 or more.

It also serves as a gateway to
additional career opportunities
in Iowa. To access the links, click
on the "Related Links" button on
the home page.

Shenandoah Chamber & Industry Association
Siouxland Chamber of Commerce
Southeast Iowa JobBank —
Burlington/West Burlington Area
Webster County Development
Win-Worth BETCO
Wright County Economic Development

Supporting Organizations

Iowa Association of Business and Industry

Iowa Association of Community
College Trustees

Iowa Association of Independent
Colleges & Universities

Iowa Biotechnology Association

Iowa Business Council

Iowa Newspaper Association

Iowa Plastics Industry Consortium

Iowa State University

Printing Industry of the Midlands, Inc.

Software & Information Technology of Iowa

The University of Iowa

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