Strengths Write Up

After reading “Strengths Finder 2.0,” I really took a step back and assessed the unique strengths that I have. Everyone in the world has different strengths, but the hardest part is maximizing your potential for growth in those areas. Like Peter Drucker said, “Most Americans do not know what their strengths are. When you ask them, they look at you with a blank stare, or they respond in terms of subject knowledge, which is the wrong answer.” Previously, when I was asked what my strengths are, I never looked at someone with a blank stare, but I definitely responded in terms of subject knowledge. Now I can explain to someone what my strengths are with a description of how those strengths are different than anyone else.

The top five themes that the Strengths Finder test gave to me were; Achiever, Competition, Focus, Strategic, and Discipline. These themes described my personality very well. My major is Finance and my concentration is Risk Management and Insurance. I believe that my strengths will make me very successful in the insurance industry. Being an achiever means that I will work extremely hard and do whatever it takes to be successful. The insurance industry is full of many experienced workers, so my work ethic is going to be very crucial starting out as a young and inexperienced worker. There are thousands of insurance companies in the US, and hundreds of insurance agents/brokers/adjusters/underwriters within each of those companies. That being said, competition is going to be a key theme for me. I’ve played organized football and basketball since I was six years old, so being “number one” is something that I know a lot about. I want to be better than my competitors, whether I’m playing a game of chess or selling insurance. Another strength of mine is, “focus.” This will be beneficial in the industry because a lot of my job will be at a desk and making phone calls. Driven by my talents, I devote my full attention to immediate tasks and challenges. Being strategic will also work to my advantage. Within an insurance company, I will be faced with different scenarios and claims every single day. I will need to quickly come up with ways to solve these issues. Using strategic risk techniques will help me rate insurance premiums as accurate as possible. The last strength of mine is discipline. I enjoy routine and structure, which will be key in starting out as an entry-level underwriter. One of the most important things that I am being taught in my insurance classes is how much fraud goes on in this industry. It is so easy to commit a couple immoral acts in order to save a few dollars in insurance. Instinctively, I like certain types of systems and rules. I was raised to always do the right thing and never be unethical. This will set me apart from many other people in this business.

I believe that these five strengths will work as a positive asset in the business world, but I understand that I will also face some challenges based off my personality. For example, being a strategic person means that I can be self-reliant at times and need time alone to work. This could be a weakness in the insurance industry, considering that I will be developing relationships with different people everyday. But, I have learned how to use my strengths to overwhelm my weaknesses. Being an achiever that strives for being the best at what I do will only serve as a positive strength. The fear of losing my job will push me to be the most successful person that I am capable of. The book states that, “Strength = Talent + Knowledge + Skills.” I realize what my talents are and will continue to broaden my knowledge and skills to create unique strengths that will differentiate myself from others. Based off of my top five strength selections, my dominant leadership strength is, “executing.” I am very proud of this, considering that I strive to execute my best efforts in every situation. Overall, I learned a lot about myself while reading this book and taking the test that came with it. Now, when someone asks me what my strengths are, I will be able to give them a detailed description about my unique strengths and how they will benefit me in the insurance industry.