



Credit Counselors

Occupational Profile

WHAT THEY DO

Advises and educates individuals or organizations on acquiring and managing debt. May provide guidance in determining the best type of loan and explaining loan requirements or restrictions. May help develop debt management plans, advise on credit issues, or provide budget, mortgage, and bankruptcy counseling. Belongs to the Human Services cluster and Consumer Services pathway.

SKILLS YOU NEED

Basic Skills:

- Reading Comprehension
- Active Listening
- Writing
- Speaking
- Mathematics
- Critical Thinking
- Active Learning
- Learning Strategies
- Monitoring

Transferable (applicable in other careers):

- Examining and evaluating financial records
- Investigating data to solve problems
- Preparing financial reports

Workplace Skills:

Medium level

- Complex Problem Solving
- Coordination
- Instructing
- Judgment and Decision Making
- Negotiation
- Persuasion
- Service Orientation
- Social Perceptiveness
- Systems Evaluation
- Time Management

Additional skills for this occupation may be found at <http://www.iowaworkforcedevelopment.gov/career-exploration-resources>

IS THIS FOR YOU?

Work Interests are described in the following categories (compatible with Holland's Model) by people who tend to succeed in this career:

- **Social**—You are a “helper”. You like being around people and helping them with problems. Socializing is fun for you.
- **Enterprising** – You are a “persuader”. You like to sell things or ideas. Prestige and power are important to you. You like to use your language skills to convince other people of your ideas.
- **Conventional** – You are an “organizer”. Keeping things neat and organized is important to you. You like working with charts and reports, and work well with power and authority.

Work Values are aspects of work that are satisfying to you. The following work values are generally associated with this career.

- **Achievement** – It's very important to you that your work allows you to use your best abilities. You want to see the results of your work and get a feeling of accomplishment.
- **Independence**—It's very important to you that your work allows you to make decisions on your own. You want to try out your own ideas and work with little supervision.
- **Recognition**—It's very important to you that your work satisfies your need for prestige and leadership opportunities, as well as opportunities for advancement.
- **Working Conditions**—It's very important to you that your work satisfies your needs in areas like salary, job security and your working style preferences, such as working alone, staying busy all the time or having variety in your work tasks.
- **Relationships** – It's very important to you that you have friendly co-workers. You would like to be of service to others without compromising your sense of right and wrong.

Aptitudes reflect a person's ability to acquire skills and knowledge. The following aptitudes are important for success in the career:

- **Verbal Aptitude**
- **Numerical Aptitude**

Source: <https://secure.ihaveaplaniowa.gov/>

ESTIMATED & PROJECTED EMPLOYMENT

| Occupational Title | 2012 Estimated Employment | 2022 Projected Employment | 2012-22 Employment Change | Annual Growth Rate (%) | Total Annual Openings |
|---|---------------------------------|---------------------------------|---------------------------------|------------------------------|-----------------------------|
| Total, All Occupations | 1,758,205 | 1,955,480 | 197,275 | 1.1 | 61,665 |
| Business & Financial Operations Occupations | 76,000 | 87,095 | 11,095 | 1.5 | 2,625 |
| Credit Counselors | 500 | 610 | 110 | 2.2 | 20 |

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>

2015 WAGE & SALARY (\$)

| Occupational Title | Average Wage | Average Salary | Entry Wage | Entry Salary | Experienced Wage | Experienced Salary |
|---|-----------------|-------------------|---------------|-----------------|---------------------|-----------------------|
| Total, All Occupations | 19.77 | 41,122 | 9.55 | 19,858 | 24.88 | 51,755 |
| Business & Financial Operations Occupations | 29.32 | 60,979 | 17.62 | 36,642 | 35.17 | 73,147 |
| Credit Counselors | 19.70 | 40,978 | 15.72 | 32,702 | 21.69 | 45,116 |

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>

EDUCATION & TRAINING

| Education | Work Experience | Job Training |
|-------------------|-----------------|--------------------------|
| Bachelor's Degree | None | Moderate-Term On-The-Job |

Education training and experience are required at different levels for success in different occupations. Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0> and <https://secure.ihaveaplaniowa.gov/>

NATIONAL CAREER READINESS CERTIFICATE (NCRC)

| Skill | Median Skill Level |
|-------------------------|--------------------|
| Applied Mathematics | 4 |
| Locating Information | 4 |
| Reading for Information | 5 |

This ACT-developed credential demonstrates achievement and a certain level of workplace employability skills. The greater the score, the greater the skill level (Bronze = 3, Silver = 4, Gold = 5, Platinum = 6).

Source: <http://www.act.org/workkeys/analysis/occup.html>

PRIMARY INDUSTRY SECTORS

(Where are Credit Counselors Employed?)

Educational Services
Hospitals
Ambulatory Health Care Services
Credit Intermediation
Securities and Other Financial Investments
Professional, Scientific, and Technical Services

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>

ADDITIONAL SOURCES:

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