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College & Career Awareness

Business Agent

A Career Report

**Business Manager and Agent**

For this report, I am going to write about the occupation of Business Manager. Business Managers in Utah average $36,230 a year, and generally have a bachelor’s degree. It also helps if they have 1 to 5 years of experience. Business Managers need to have good negotiation skills, and also may need to be licensed. About 50% of Business managers as self-employed.

Agents promote clients, so they need to convince others to hire them. Agents must be able to recognize talent and then know how to promote it. Many agents specialize in a particular type of talent, such as athletes, writers, or actors. This specialty determines how agents seek new clients. Some agents review tapes of games, while others read manuscripts or audition talent. Agents may interview potential clients before agreeing to represent them.

*Business Managers promote clients, and business managers handle clients' business affairs. Some agents and business managers do both. The amount of work agents and business managers do for their clients varies. Some agents represent clients only when needed. Other agents may handle a client's career for many years.*

 The job outlook for this career is not very high. Probably because most Agents are self employed and there are a lot of them in the United States. Some skills that Agents need would be to listen to others, and ask questions. They need to notice when something is wrong or likely to go wrong. They need to be good persuaders, and be well-connected in their area so they can find opportunities for their clients. They need to look for ways to help people, and check how well one is learning or doing something.

This job has a high level of social contact. They spend a lot of time on the phone and in face-to-face conversations with people. No high school courses are listed but I imagine business and theater classes would be helpful.

I think this would be a very stressful job to have, though it could be pretty rewarding if you get to meet famous people or help make someone famous. I don’t think I could do this job, but I admire people who can.