Signator®

Career Road Map for Signator Financial Advisors:

INTERNSHIP TO EQUITY PARTNER

STEP 1

Learn about the business through an INTERNSHIP at a Signator Firm

Interested in learning more about whether a career in financial services is right for you? With an internship at a Signator firm, you'll gain firsthand experience with all aspects of the financial advisory business and day-to-day operations of a firm, including:

- Observing client appointments
- Entering client data for financial plans
- Assisting advisors with marketing and business processes

Most internships occur in the summer between the junior and senior years of college. Compensation varies, and can be an hourly rate, a fixed amount (stipend), or course credit. Check with your local firm and your school to determine what is available.

STEP 2

Get started at a firm as a SUPPORT ADVISOR

As a support advisor, you'll be taking your first steps in your financial advisory career. You'll join an advisor team in an entry-level support role that will help you get started learning the business more in-depth. During this time, you'll work toward obtaining your professional license(s), such as the Series 7, Series 66, and start coursework toward the Certified Financial Planner® (CFP) designation, while getting hands-on experience and mentoring from advisors and firm owners.

This role usually lasts 1–3 years depending on licensing and career progression, and is designed to prepare you to start working with clients as an associate advisor. Compensation will be either on an hourly or salaried basis, with some firms also offering the opportunity to participate in bonuses based on personal performance and firm success.

STEP 3

Start Working with Clients as an ASSOCIATE ADVISOR

In this role, you'll gain additional responsibilities as you begin to work with firm clients, servicing their accounts and helping to prepare and implement financial plans. You'll be a key member of the client service experience, including participating in meetings and following up to ensure clients are meeting the objectives laid out in their plans. You'll also start to help generate new business for the firm.

Compensation in this role can be structured in a variety of ways: a few examples include a base salary for firm activities, or a quarterly bonus structure based on various job-related factors that can be adjusted over time as your role and responsibilities evolve. You'll also complete your CFP® designation during this time. Most people spend about 3–5 years in the Associate Advisor role as they prepare to transition to a Lead Advisor.

STEP 4

Build Your Own Client Base as a LEAD ADVISOR

As a Lead Advisor, you'll be the primary planner for clients, and will be responsible for generating new business for the firm by increasing visibility and presence in the community.

Your compensation will be based on the revenue generated for the firm, including recurring and transaction revenue from packaged financial products, fee revenue on assets, and financial planning fees. You'll continue to pursue additional professional designations that will supplement and enhance your skills based on the nature of your clients and specialty.

STEP 5

Take Leadership and Ownership as an EQUITY PARTNER

As a partner, you are not only responsible for the financial advice provided to your clients, but also the overall success and growth of the firm. This includes hiring the right staff, enhancing support to your clients, and focusing on long-term growth. You won't just be running a financial practice—you'll be a business owner.

Equity partners continue to receive variable compensation like a Lead Advisor, but also get a percentage of firm revenue. You'll be building equity in the business so when you do decide to implement a succession plan, you can realize the value of the equity and firm that you have built.

GET ON THE ROAD TO YOUR FUTURE.
Visit AdviceTeams.com today!

For more info, call 1-800-803-5194 or email SignatorInfo@jhancock.com

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