



Is this the right career choice for you?

Can you manage yourself?

Financial professionals have a high degree of autonomy. Focusing your energy, managing time and applying resources are keys to productivity.

Are you willing to keep up with changing markets, products and competition?

Successful financial professionals never stop learning, which is why we provide continuous and meaningful training and development.

Do you understand people?

It's essential that you be able to observe people's attitudes, feelings and body language. It's equally important is your ability to communicate clearly.

Are you prepared to accept rejection?

Hearing "no" more than "yes" is the reality of selling. Prospecting, canvassing and the confidence to persevere will carry you forward.

Will you take responsibility for your success and professional development?

Even with our full support behind you, success will depend on you. We provide the tools, but you provide the drive.

Do you have the dedication that's needed to be successful in this career?

A career as a financial professional is not a nine-to-five "job." It's a vocation that may require a full day at the office along with frequent evening and weekend meetings when clients are most likely available.

Are you prepared for the potential financial and emotional ups and downs that are part of a commission-based income?

Our financial professionals are compensated on a commission basis, which means your income depends on your ability to make sales, regardless of market conditions.

Can you jump-start your career through your existing contacts?

From an initial list of 200-to-300 personal contacts, you should be able to immediately begin prospecting. This is the first step toward a successful career as a financial professional!