

# The Financial Advisor Career Development Program

## Do you have what it takes?

If you've ever wished you could take charge ... if you've ever been told you're a natural leader ... if you value helping others ... consider a career as an Edward Jones Financial Advisor.

## What you'll be doing:

- Helping people understand their finances and work toward their personal and financial goals, putting clients' best interests first, and making a meaningful difference in their lives.
- Enjoying the support of one of the most respected financial services firms, a network of Financial Advisors and a Branch Office Administrator — all committed to your success.
- Running your own professional practice.

## Why you'll love doing it:

- You'll be making a real difference in the lives of the clients you serve.
- You control your career. Build your practice from your company-provided office. Achieve your own goals.
- Your earning potential is truly unlimited. It's not determined by a committee, title or seniority. It's determined by you and your hard work.
- In our collaborative culture, you will have access to regional leaders, mentors, peers and corporate staff.

## What you need:

- A track record of success
- The ability to thrive in an independent environment and engage many types of people
- A positive attitude
- Hard work and self-discipline

We are looking for people with a proven track record of success and leadership in school, work and associations or community organizations. A degree in a related field such as Financial Planning, Business, Finance, Sales or Entrepreneurship is a plus.



## Our life-changing training program

Industry-leading training,\* career development opportunities and a network of support will help you continually increase your knowledge and achieve success as an Edward Jones Financial Advisor.

- You'll gain industry-leading one-on-one and group training\* that prepares you for your career as a Financial Advisor. You will receive a mix of classroom training and hands-on experience.
- Relocation to St. Louis, Mo., or Tempe, Ariz., may be required during the program.
- While building a business, you will be eligible to receive a monthly supplemental salary for up to four years. Your supplemental salary amount will adjust as you move toward compensation that is based more on commissions as your business becomes more established.

\*Ranked No. 32 on *Training* magazine's 2016 *Training* Top 125 list. Edward Jones was the highest ranking financial services firm.

Onboarding	Essentials	Client Needs	Field Preparation and Transition
At-home study focused on preparing for and passing the General Securities Registered Representative Examination (Series 7) and a Uniform Combined State Law Examination (Series 66).	Foundation training and development focused on topics ranging from the client creation process to the tools and financial solutions utilized to support clients.	Advanced learning and practical application focused on the primary needs of our clients and how Financial Advisors help them address those needs.	Finalization of tailored business planning and practice development strategies focused on building a practice during the first year in a given market.

**As a Financial Advisor Career Development Program graduate, you may begin a brand-new branch location, participate in an Asset and/or Office Sharing Plan with a veteran Financial Advisor, or support an existing branch.**

### Take the next step toward a future controlled by you.

Find out more about life as an Edward Jones Financial Advisor. Visit [edwardjones.com/facd](http://edwardjones.com/facd) for more details, to submit your résumé and to apply.

Please note: The training information provided is for illustrative purposes and is subject to change. Please check with your Edward Jones Talent Acquisition team member if you have specific questions about the details and timing of your training.

Edward Jones does not discriminate on the basis of race, color, gender, religion, national origin, age, disability, sexual orientation, pregnancy, veterans status, genetic information or any other basis prohibited by applicable law.

ITEM# 8234 TAL-9792B-A 31 DECEMBER 2017

© 2017 EDWARD D. JONES & CO., L.P. ALL RIGHTS RESERVED.