

# Remote Financial Planning Residency Opening

Join the Team at CrossPoint Wealth Partners

## Overview

CrossPoint Wealth Partners is searching for a Resident to begin in the summer of 2024 who is excited to learn about all the inner workings of a financial planning firm, including planning, operations, and client relationship management. The goal of our Residency Program is to provide the maximum academic and experiential learning for future planners. Over the course of three years, the CrossPoint Resident will have the unique opportunity to help create his or her specific Residency path. Our objective is to have an ever-evolving Residency program that caters to the Resident's interests and strengths, while providing the needed experience for obtaining the CFP® designation. We will support the Resident as he or she earns related professional designations and advanced degrees. Upon the completion of a successful Residency, our Residents will have the choice to join CrossPoint permanently (given position availability), secure a top job at another financial planning firm, or go on to start his or her own firm. It is our hope that the chosen Resident would continue to share his or her success with CrossPoint.

## About Us

CrossPoint Wealth Partners is a fee-based, hybrid firm that best serves clients that are at the "Cross-Point" between working and retirement. Advisors at CrossPoint have over \$400M of assets under management and specialize in helping our clients navigate to and through retirement. We use an integrated academic approach to guide them through this transition. We create comprehensive financial plans for our clients that are updated annually. CrossPoint also serves over 300 physician families and understands the unique needs of the medical community. Our team focuses on educating the next generation of planners through our rigorous Residency and Internship Programs. CrossPoint has offices in Charlottesville, Virginia and Richmond, Virginia; however, most of our work is done virtually.

Our team was co-founded by Jarrod C. Markley, CFP®, ChFC®, MSFS and Rainer M. Schlichtherle, CFP®, CASL®. We have 7 team members, consisting of 5 CFP® Professionals and our service team. We currently have 2 Financial Planning Residents and are looking to add another to the team. We are always working together to improve our processes for an optimal client experience and value a total team leadership mindset.

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## Program Details

The Residency program has a broad curriculum with an estimated timeline to accomplish the key competencies. Depending on the Resident's strengths and weaknesses, the path will be updated as the Resident progresses. You will work alongside the CrossPoint team and lead advisors to personally engage with clients while gaining experience in all 7 elements of the personal financial planning process. The path and duties include, but are not limited to, the following rotations:

### Planning Support Advisor (Year 1)

- Observe client meetings
  - Take comprehensive meeting notes for the team
  - Properly document and share meeting summary directly with clients
- Update client files and software for client meetings
  - Request necessary information from client prior to meeting
  - Run various reports, including Client Review Reports, Drift Reports, and In-Force Ledgers
- Participate in the new-client process
  - Gather and analyze client information
  - Create recommendations
- Create client deliverables
  - Illustrations, Social Security claiming strategy analysis, Roth conversion analysis, insurance comparisons, and investment proposals
- Participate in the trading platform once proper licenses are obtained
- Implement financial plans
  - Open accounts, complete rollovers, and conversions
  - Complete insurance application process
- Oversee account maintenance
  - Update beneficiaries, client information, and other client requests
  - Process policy changes, account transfers, account contributions and distributions, and QCDs

### Lead Planner (Years 2 & 3)

- Become a Financial Planner
  - Scheduling meetings with clients, leading client meetings, answering questions, be the point of contact for clients
- Improve skills to create and maintain client relationships
- Complete factfinding process with new clients and take them through the creation of their plan
- Update the financial plan live during client meetings
- Present educational content to clients
- Develop leadership skills by training the next resident and interns
- Learn the fundamental business skills for running a financial planning practice



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## Qualifications

- Must hold a bachelor's degree with an emphasis or concentration in personal finance or financial planning, satisfying the education requirements for the CFP® Exam
- Within the first year, be prepared to study for and pass the CFP® exam
- Must have the ability to obtain necessary insurance and securities licenses
- Must possess excellent written and oral communication skills
- Must show close attention to detail paired with a sense of urgency
- Location: East Coast preferred; consideration given for any location in the country
  - Must be willing to work full-time during EST business hours

## Benefits

- Post-graduate yearly (PGY) stipend paid by salary:
  - PGY 1: \$55,215
  - PGY 2: \$60,847
  - PGY 3: \$66,644
- Health insurance benefit—80% employer paid group health, dental, and vision insurance for employee and family
- Disability insurance benefit—employer paid short-term and long-term disability insurance
- Life insurance benefit – \$50,000 employer paid group coverage
- Retirement benefit— 401(k)/Roth 401(k) with 4% match, plus discretionary profit share
- Employer paid approved professional designations such as RICP®, WMCP®, and ChFC®
- Employer paid Financial Planning Association annual dues
- Employer reimbursement for CFP® exam and study materials
- Flexible paid time-off plan which includes vacation, personal, and sick leave

## To Apply

The application will begin with completing a one-hour assessment to reveal skills and aptitude and creating a one-minute video describing why you would be a good candidate. We will then be in touch with next steps.

To apply for this position, [click here](#).



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