Remote Financial Planning Residency Opening

Join the Team at CrossPoint Wealth Partners

Overview

CrossPoint Wealth Partners is searching for a Resident to begin summer 2021 and 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 $365M 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 strive to 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, we have adapted to the current environment and are located throughout Virginia as we work remotely. We may return to the office once the COVID-19 situation is controlled, however, there is the possibility our practice will transition to 100% remote, as we serve clients around the country.

Our team was co-founded by Jarrod C. Markley, CFP®, ChFC®, MSFS and Rainer M. Schlichtherle, CFP®, CASL®. We have 9 team members, consisting of 3 CFP® Professionals, a Planning Team and a Service Team. We currently have 1 Financial Planning Resident 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.

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. The path and duties include, but are not limited to, the following rotations:

Planning Rotation

- 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
- Complete research on client questions and law changes
- Participate in the trading platform once proper licenses are obtained

Service Rotation

- 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
- Assist clients with the consumer website

Client Relationship and Advisor Development Rotation

- Create relationships with clients by scheduling client meetings, providing summaries, answering questions, and preparing clients for their meeting
- Improve advisor development skills to create and maintain client relationships
- Complete factfinding process with new clients, and update the financial plan during client meetings
- Develop leadership skills by training the next resident and interns
- Present educational content to clients
- Learn the fundamental business skills for running a financial planning practice
- Complete a Capstone project based on Resident's career goals (e.g. create a new process, obtain a designation, obtain a higher-education degree)

REMOTE FINANCIAL PLANNING RESIDENCY OPENING

Qualifications

- Must hold a bachelor's degree with an emphasis or concentration in personal finance or financial planning
- 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
- Location: Virginia preferred; consideration given for any location in the country with access to a Northwestern Mutual branch office
    - Must be willing to work full-time during EST business hours

Benefits

- Post-graduate yearly (PGY) stipend paid by salary:
    - PGY 1: $50,195
    - PGY 2: $55,315
    - PGY 3: $60,585
- 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 3% 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

Please email completed applications to Jasmyn Vickery (jasmyn.b.vickery@nm.com) by April 15, 2021. A completed application should include:

- Résumé
- Answers to the following short essay questions:
    - Why are you interested in a Residency program?
    - What value can you add to CrossPoint Wealth Partners?
    - How will you be successful managing a self-directed remote Residency?
- Optional: Provide any completed personal assessments (i.e. Kolbe A™ Index; StrengthsFinder; DiSC® Profile; Myers Briggs; etc.)
    - Upon advancement in the interview process, we may provide additional assessments.