

Looking for a path to leadership?

Consider joining our team as a Managing Associate

Are you a Financial Professional who aspires to lead? Our Managing Associate Program helps you sample the agency leadership role. This innovative, skills-based career track is designed to share with you the best practices of top performers. Upon successful completion of the program, you can be appointed to a Sales Manager position.

You'll learn how to...

- Recruit top talent to your team
- Select candidates for the career
- Develop your leadership skills
- Cultivate a target market
- Coach for success
- Effectively supervise people and manage time
- Use a wide range of financial software tools
- Implement business-enhancing strategies for your practice and your team

Enhance your practice, grow your income, and maximize your impact

As a Managing Associate, you will grow your personal practice while you develop your capabilities in a sales management role.

A career with our firm allows you to honor the values that are important to you:

- **Expanding your influence:** your success has a multiplier effect on families, businesses, and communities by providing paths to financial stability
- A **well-defined career path** that integrates continuous learning in the form of management training, conferences, study groups and networking, and offers opportunities to develop the strategic planning, coaching and leadership skills to effectively run an agency
- **Transparency**, honesty, and clarity as the fundamental ingredients of partnership between you, your firm's leadership, and the Home Office
- **Being heard** – your contributions and input matter; the Sales Manager Advisory Board serves as your advocate on topics that are relevant to you
- An **innovative culture** that embraces growth and the changes that come with it
- **Enjoying flexibility** –the freedom to design your work and your life the way you envision it

How will you build your business? You will...

- Establish networks and cultivate referrals to generate a steady stream of candidates
- Engage in front-line recruiting of Financial Professionals
- Develop and grow a production unit
- Coach, mentor and supervise new FSRs
- Broaden and deepen your skillset through ongoing professional development and joint work with fellow associates

Who do you need to be?

- A strong relationship-builder who takes a people-first approach
- A dedicated individual: independent, self-motivated and goal oriented
- A leader, coach, and mentor

Contact us today to discuss how you can step into a leadership role.

CRN202306-283435

