

Do Well by Doing Good: Should I Become an Advisor in the Financial Services Industry?

This brief, easy-to-read booklet is designed to help candidates decide if a career in financial advising is right for them. It provides an overview of the career and a brief description of what they can expect in the selection process. The booklet addresses the following topics.

Why become an advisor?

A description of the three Cs of advising: contribution, control and compensation.

The time is right.

Business and economic trends that make this a promising time for a career in insurance and financial services.

What challenges will I face as an advisor?

A realistic view of the personal and professional challenges in the early years of advising, including financial concerns, personal support, prospecting and handling rejection.

Isn't working on commission risky?

While acknowledging that performance-based compensation is not for everyone, this guide helps candidates view compensation from a different perspective. The investment-risk-return matrix demonstrates that the career requires minimal investment, offers low risk and can have a very high rate of return.

What support will I get from the company, agency or firm?

An overview of the types of support offered by many companies and agencies, including training and development, mentoring programs, promotional materials and administrative support.

What can I expect if I continue in the process?

The selection process for new advisors is more involved than the selection process for most other jobs. This section briefly describes the kinds of activities candidates may encounter including job-sampling activities, selection tests, creating business plans and licensing requirements.

Is this the right career for me?

A profile of successful candidates, key characteristics recommended by experienced, successful advisors and four fundamental questions every candidate should address in making this important decision.

