

Financial Planner

Center for Financial Planning, Inc.



Center for Financial Planning, Inc. is seeking a Financial Planner to join its 27 person comprehensive financial planning firm.

About Us

- Center for Financial Planning, Inc. was founded in 1985 and is a Registered Investment Advisor (RIA)
- The Center currently serves over 950 families and manages over \$1.1B in client assets
- Our mission is simple – *"Improving lives through financial planning done right"*
- Our target client is between the ages of 50 and 65 with investable assets of at least \$500,000
- Our team focuses on [comprehensive financial planning](#) – this means we review and provide advice on virtually every aspect of one's financial life

Responsibilities We'll Trust You With:

- Work directly with Senior Financial Planners to serve new and existing clients
- Developing business with new clients
- Public speaking (webinars, client events, marketing events,)
- Regularly monitoring clients' financial circumstances and goals
- Involvement in all aspects of pre-client meeting activities and post-client meeting tasks
- Interacting with clients over the phone and in-person professionally and respectfully
- Utilizing MoneyGuidePro financial planning software and effectively communicating results and recommendations to clients and prospects
- Constructing initial, comprehensive financial plans for new clients
- Assisting and leading various projects and process improvements within the firm's financial planning department

Qualifications:

- 5+ years of experience working directly with clients
- Must have an existing client base (minimum of \$15M in assets under management)

- Bachelors' degree from an accredited institution (ideally with a concentration in personal financial planning, finance or economics)
- CERTIFIED FINANCIAL PLANNER™ certificant or willing to obtain within 15 mo of hire
- Series 7 and 63 securities licenses or desire to obtain within 6 months of hire
- Shows curiosity and confidence when working with clients and lead advisors
- Experience with Tamarac CRM, Tamarac Reporting and MoneyGuidePro – helpful but not required

The Perks:

- Base salary will vary based on experience and existing client relationships
- Incentive compensation of up to 35% of base salary
- Well defined career path with future partnership opportunities
- Paid professional dues (CFP®, CFA,)
- Paid conference and professional development days
- Benefits include 401(k) plan with employer match, health insurance, dental insurance, disability insurance, flex spending account, health savings account, paid maternity and paternity leave, vacation and personal days, ability to purchase additional vacation days, paid holidays, paid volunteer days, etc.

Culture:

- We hire and reward upon our core values – click [here](#) to check them out to ensure we would be a good fit for you
- Our job is serious, but we make having fun at The Center a priority! Ex. Fowling, curling, whirly ball, kick ball, chili cook offs, happy hours, Halloween costume contests, family picnics, charitable team events,
- Driven, competitive group of professionals who are always seeking ways to learn and grow themselves AND the firm
- Various internal committees focused on improving our team experience (social, health and wellness, charitable, technology, creativity, etc.)

Awards & Recognition:

- Recognized by *Crain's* as one of Michigan's Cool Places to Work (2018, 2017) an annual ranking of Michigan's best work environments based on factors such as benefits, policies, perks and engagement as measured by employee and employer-based surveys
- Recognized by *InvestmentNews* as a Best Place to Work for Financial Advisors (2019, 2018), an annual ranking recognizing financial advisory firms for outstanding human resources practices and policies
- Recognized in *Financial Times* Top 300 Registered Investment Advisors (2018, 2017, 2016, 2015), an annual ranking determined by the RIA's AUM, growth, company age, industry certifications, compliance and online accessibility
- Click [here](#) to learn more about our team and individual awards and recognition

Interested? Please send your cover letter and resume to centercareers@centerfinplan.com

Investment News "2019 Top 50 Best Places to Work for Financial Advisers", April 2019. The Best Places to Work for Financial Advisers program is a national program managed by Best Companies Group. The survey and recognition program are dedicated to identifying and recognizing the best employers in the financial advice/wealth management industry. The final list is based on the following criteria: must be a registered investment adviser (RIA), affiliated with an independent broker-dealer (IBD), or a hybrid doing business through an RIA and must be in business for a minimum of one year and must have a minimum of 15 full-time/part-time employees. The assessment process is compiled in a two part process based on the findings of the employer benefits & policies questionnaire and the employee engagement & satisfaction survey. The results are analyzed and categorized according to 8 Core Focus Areas: Leadership and Planning, Corporate Culture and Communications, Role Satisfaction, Work Environment, Relationship with Supervisor, Training, Development and Resources, Pay and Benefits and Overall Engagement. Best Companies Group will survey up to 400 randomly selected employees in a company depending on company size. The two data sets are combined and analyzed to determine the rankings. The award is not representative of any one client's experience, is not an endorsement, and is not indicative of advisor's future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for this award. Investment News and/or Best Companies Group is not affiliated with Raymond James. The Financial Times FT 300 Registered Investment Advisors 2018 award had about 39.5% of the 760 advisor applicants being recognized as a Registered Investment Advisor. The FT used the database of RIAs who are registered with the U.S. Securities and Exchange Commission

(SEC), and selected those practices reporting to the SEC that had \$300 million or more in assets under management, and no more than 75% of the AUM with institutional clients. Additionally, the firm must be independent (not the RIA arm of a broker dealer for example). Qualifying RIA firms filled out an online application and questionnaire that gave more information about their practices. That information was augmented with their own research on the candidates, including data from regulatory filings. The FT generated an internal score for each applicant based on six broad factors: advisor assets under management, AUM growth rate, the firm's years in operation, advisors' industry certifications (CFA, etc.), compliance record, and online accessibility. AUM and asset growth comprise roughly 80 percent to 90 percent of each RIA's score. Additionally, to provide a diversity of advisors, the FT placed a cap on the number of RIA's from any one state that's roughly correlated to the distribution of millionaires across the U.S. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of advisor's future performance. Neither Raymond James nor any of its Financial Advisors or RIA firms pay a fee in exchange for this award/rating. The FT is not affiliated with Raymond James. Best Companies Group of Harrisburg, Pa., produced the 2018 ranking of Cool Places to Work in Michigan for *Crain's*. Any Michigan company with at least 15 employees could participate. First, the employer provided detailed information on its benefits and policies; next, its employees answered an 80 question confidential survey about workplace culture, company leadership and other aspects of work. The client survey accounted for 75% of the final ranking. Companies paid for the survey; not all companies that applied were chosen as a cool workplace. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of advisors future performance. No fee is paid in exchange for this award/rating.

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