



**PROGRESS  
INVESTMENT  
PLANNING**  
*wise financial counsel*

# Planning Career Path

A Flow Chart for Planning and Management Growth Opportunities

	Financial Planner	Financial Advisor	Equity Research Analyst	Senior Equity Research Analyst & Junior PM
<b>Core Functional Responsibilities</b>	Assist in data gathering & preparing a base financial case  Develop cash flow and net worth statements	Has own personal book of business; Independed with client service	Assists Portfolio Manager in data collection, stat studies, studies of industry groups or individual securities.	Engages portfolio managers and conducts independent on-site visits to current holdings. Stock recommendations are clearly value-added and respected by PM.
<b>Typical Experience</b>	2 + years; desire to obtain CFP® certification	5-10 years	3+ Years; desire to obtain CFA designation	5-10 years
<b>Key Distinction Of Position</b>	Critical role in the first steps of preparing a financial plan	Focused on new business development and maintain existing long-term accounts	Task-oriented with great attention to detail	May manage a category of Separately Managed Accounts
<b>Focus</b>	Basics, understanding & applying all six elements of the FP process	Client Service, Provides new tilts on application of FP Process for client base	Building credibility; begin to understand buy and sell criteria within individual issues or sectors	Seasoned and proven judgement
<b>Business Development</b>	Required to have family as clients. We believe in eating our own cooking.	50% business development; out visible in the community	Required to have family as clients. We believe in eating our own cooking.	50% business development; out visible in the community