COMPREHENSIVE
WEALTH MANAGEMENT

Financial Advisor

Who We Are

At Comprehensive Wealth Management (CWM), we are here to help the thoughtful investors in every stage of life and believe that through intentional living - by defining goals with outlining realistic strategies and action steps – we can help our clients achieve *their* definition of what it means to live richly.

At CWM we value our team members, and we value balance, strong work ethic, joy, success, and personal growth for everyone who enters our doors. **The ideal candidate is looking for mutual commitment and long-term employment** with a strong team and great clientele.

Your Role

Title:	Financial Advisor
Reports to:	President
Benefits:	Yes
Status:	Full time; Exempt
Date:	May 25, 2023

As a CWM Financial Advisor, you will passionately serve and retain existing client relationships and contribute to firm growth—attracting new clients, cultivating your network, and eliciting referrals. Over time you may also help recruit, coach, develop, and supervise other members of the account management team. Are you an experienced advisor looking for a collaborative team environment with strong support? (Also known as Advisor, Relationship Manager, Service Advisor, Wealth Manager)

Your Duties and Responsibilities

We seek a Financial Advisor who will:

- Expertly service client relationships: Play a leadership role in client meetings—deliver accurate presentations, provide performance and planning reviews, accurately document key decisions and delegate action items in a timely manner, troubleshoot problems that arise, and answer and respond to client inquiries within 48 hours
- Retain all key client accounts and expand the relationship to the next generation
- Bring on new clients annually through client referrals, networking, prospecting events, and support of firm marketing activities including client events, explainer videos, and blog posts

- In partnership with team members, build and deliver customized, comprehensive, and approved financial plans in a manner that's understandable to clients
- Team up with clients' tax, legal, insurance, and other professionals to provide comprehensive and aligned financial services
- Serve as a role model and assist in the development of our client service associates
- Stay abreast of industry and regulatory updates, the economy and financial markets, and fraud and cybersecurity threats
- Partner with team members to run the CWM internship program, helping cultivate and speak to the rising generation of talent about the benefits and rewards of careers in the RIA industry

Your Qualifications

We seek applicants who:

- Have a real passion for providing top-notch service, with the ability to effectively interact directly with clients
- Appreciates the value that structure and consistent process play in delivering exceptional client service and growing a scalable business
- Have advanced financial planning and wealth management acumen, discernment, and experience
- Possess the high emotional intelligence and/or life experience to help clients accomplish their goals through all life stages
- Bring an existing book of business, preferably in the range of $25 million to $50 million
- Are excellent active listeners and communicators who connect easily with people and build trusted, lasting relationships
- Have advanced analytical skills with strong attention to detail, accuracy, and deadlines
- Exhibit a fiduciary mentality, always doing what's right for the client and maintaining confidentiality in all matters
- Are accountable, motivated, upbeat, and positive team members, eager to collaborate proactively with other advisors to support clients, share and debate ideas, and effectively work with and through others
- Are dedicated to a career as a Registered Investment Advisor, with the interest and aptitude to ultimately achieve a partner role at the firm
- Possess an entrepreneurial mindset, with the desire to be an integral part of a synergistic team

Your Expertise

We seek individuals with the following:

- Bachelor's degree from an accredited college or university
- Series 7 Securities License
- Series 66 (or 65 and 63) Securities License (preferred)
- State Insurance Licensed – Life and Disability (preferred)
- Preferred CERTIFIED FINANCIAL PLANNER® designation (or demonstrated progress toward earning it)

Salary and Benefits

Salary and benefits are based on industry benchmarks and include:

- A salary based on experience and book of business
- A company profit-sharing program
- Benefits including health care (100% employer paid medical/vision), health savings account, disability insurance, life insurance, and 401k with 4% employer match
- Paid time off (PTO) including 9 paid holidays (includes a paid day off annually for your birthday) and accrual of PTO up to 22 days per year.
- Partial and/or full financial support for approved professional accreditation/continuing education requirements and other education/training opportunities

To Apply

If you're interested in being a part of the CWM team, please e-mail your resume to LaurieH@CWMnw.com with "Financial Advisor Resume" in the subject line.