STONE ARCH
ADVISORY GROUP

Financial Advisor

The Lead Financial Advisor is responsible for maintaining the firm's client relationships. 75% of his/her time will be spent meeting with existing clients. They will also spend a minimum of 25% of his/her time developing new client relationships and generating new business.

The LA may rely on technical specialists, such as a CFP and a CFA, to develop recommendations within the individual specialist's area of expertise. The Lead Financial Advisor also benefits from experienced staffing support and infrastructure provided by the Principal/CEO, Senior Lead Advisors. They also receive guidance and mentorship from a Senior Lead Advisor, as well as transferring generational clients.

Core Skills:

- Ability to gain others' support for ideas, proposals, projections, and solutions
- Presents a positive and truthful image of Stone Arch Advisory Group/Northwestern Mutual when engaging the community
- Dedicated to meeting the expectations and requirements of internal and external customers
- Obtains first-hand customer information and uses it for improvements in products and services
- Acts with the clients' best interest in mind, establishes and maintains effective relationships with customers and gains their trust and respect
- Relates well to all kinds of people, inside and outside of the organization, uses diplomacy and tact, can diffuse high-tension situations comfortably
- Effective in formal presentation settings, one-on-one, small and large groups, with peers, direct reports, and Senior Lead Advisors
- Knowledgeable in current and possible future policies, practices, trends, developments in e-commerce and information affecting his/her business and organization, understands the competition, aware of how strategies and tactics work in the marketplace
- Uses his/her time effectively and efficiently, values time, concentrates his/her efforts on the more important priorities, can attend to a broader range of activities, while maintaining a sense of urgency
- High degree of initiative and autonomy

Responsibilities include, but are not limited to:

- Clear understanding of planning software and presentations, including, but not limited to:
  - Retirement projections (PX)
  - Life/Disability/Long-Term Care needs analysis
  - Retirement income distribution strategies
- Identifying and solving the clients financial planning needs:
  - Insurance (Life, DI, LTC)
  - Annuities
  - Asset accumulation strategies and analysis
  - Communicate recommendations to the team to ensure a smooth client onboarding process/experience

Please send resume to: bethany.rivard@nm.com
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- Attend case preparation meetings to become well prepared and versed for client meetings
- Document all client conversations or account changes by dictating case notes
- Ability to prospect and spend time on the phone engaging new potential clients
- Become educated and well versed on the life, annuity, and long-term care products Northwestern Mutual and other carriers offer
- Proficient with Microsoft Office, CRM, and ability to learn new computer programs quickly
- Maintain calendar and schedule client meetings
- Identify new investment opportunities for possible inclusion in client portfolios
- Make investment account changes or recommendations
- Stay up to date and informed on technology changes, attending webinars or classes as needed to stay current on correct processes and procedures when conducting business daily
- Maintains own personal CE credits and certification, knowing when your licenses expire and be sure to meet the deadlines to keep your certifications and licenses valid

Qualifications:

- Undergraduate degree in finance, business, or sales preferred
- 3+ years' experience advising in the financial and investment services field
- Series 7 & 66/63 registered
- MN State Life, Accident & Health licensed (or the ability to obtain within 2 months)

Preferred Designations (or plans to obtain):

- CFP
- CHFC
- CLU
- RICP
- WMCP

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