



INEXPERIENCED ADVISOR CAREER PATHS

New Advisor Training Allowance Plan (NATAP)

Builds own book of business year one (independent)

Compensation: commission-based + allowance

- Year 1: \$24,000 (if validation reqs. met) + 50% compensation on investment and protection GDC
- Year 2: \$12,000 (if validation reqs. met) + 60% compensation on investment and protection GDC
- Year 3: 70% compensation on investment and protection GDC

Firm will reimburse for SIE, LAH, Series 7 & Series 66 study material & exams (when passed on 1st attempt)

Firm will reimburse up to \$500 per course towards CFP designation

\$1,000 bonus if exams are passed within 12 weeks

Business written on a joint basis between NATAP rep and paired senior advisor

NATAP rep becomes advisor once fully licensed

Financial Paraplanner

Builds Certified Senior Advisor (CSA)'s/Firm's book of business year one

Compensation: salary + bonuses

- Year 1: \$30,000 base + \$7,000 bonuses + 10% of GDC generated for the firm
- Year 2: \$36,000 base + \$3,000 bonuses + 15% of GDC generated for the firm
- Year 3: \$36,000 base + \$2,500 bonuses + 20% of GDC generated for the firm

Firm will pay for SIE, LAH, Series 7 & Series 66 study material and exams (year 1)

Firm will reimburse for CFP courses (7 total) and CFP exam (years 2 & 3)

Paraplanner will work directly with assigned CSA on specified target markets

Business written is split between CSA & firm

Paraplanner becomes advisor year 4