MOSAIC
RETIREMENT PLANNING

Title Options: Independent Financial Advisor

About Us

Mosaic Retirement Planning, LLC is a comprehensive financial planning and investment advisory firm. MRP provides financial planning, annuities, insurance and investments to the public. MRP has adopted a financial planning process that is recommended by the CFP Board, which is widely regarded the gold standard for financial planning. MRP is an independent firm, and therefore does not promote any products, MRP provides custom planning to every client and uses a diverse array of products to implement the client's financial plan. MRP is committed to be the best in the region at personal retirement planning, for a reasonable cost. MRP's mission is to have a positive impact in the lives of the community, one family at a time. Visit www.mosaicretirementplanning.com for more information.

Position Summary

The Independent Financial Advisor aspires to be a CERTIFIED FINANCIAL PLANNER™ with their own client base and we will pay the FA to learn, until they can earn enough in commissions & fees to replace their salary. As part of their learning, they will be provided part-time hourly compensation plus incentive pay structure, extensive on-the-job training and will be immersed in learning-by-doing every aspect of providing financial planning services, including but not limited to: Administration, Financial Planning, Investment Management, Business Development, Practice Management & Client Relations. The independent financial advisor will eventually be given leads which he/she will be expected to convert into clients, and he/she is expected to contribute towards the creation of new lead sources through the development and execution of marketing initiatives at MRP. The associate will report to the President until they can become a self-sustaining financial advisor.

Duties and Responsibilities include, but not limited to:

Business Development and Marketing

- Utilize marketing campaigns to conduct prospect facing events and activities to generate leads & interest.
- Facilitate various evening company events and assist in promoting the services of the firm and yourself.
- Conduct outbound calls to warm prospects & leads. Compel leads to meet with you or lead CFP in person.
- Develop new business generating activities from idea to full implementation.
- Strategically follow up with warmest leads until conversion or rejection.
- Attend professional development & sales seminars across the country. *

Client Onboarding, Financial Planning & Investment Advisory

- Learn and implement financial planning process and advise clients on investments, debts, real estate, social security, annuities, pensions, risk management & estate planning.
- Learn to effectively present financial recommendations using various financial planning tools & software with the goal to compel a prospective client to hire you.
- Network & build relationships with new and existing client base.
- Learn to scale the above duties and services without negatively impacting service.
- Answer calls, greet clients and respond to client requests with professionalism & care.
- Update client and case information in the CRM.
- Process investment and insurance applications and ongoing service requests.

Critical Skills Sought

- Entrepreneurial spirit – You must be a self-motivated, results-based problem solver.
- Effective & Compelling Communication, ie, "Sales" skills – can you compel prospects to hire you?
- Strong Analytical skills – You must be able to identify, gather, review and interpret financial information and identify opportunities that you will use to compel a client to hire you.
- Confidentiality: maintain all proprietary information, and client information in strictest confidence.

- Strong sense of professionalism & integrity.
- Collaborative personality; work as a teammate in order to further the entire organization.
- Ability to prioritize assignments, adapt to impromptu tasks, and the ability to work under pressure.
- Outgoing personality with the ability to create new relationships.
- Capable of constructively receiving feedback in order to grow professionally, ie, "thick skinned".
- Loyalty – appreciation & support to the clients and the firm that put their trust in you and your future.

Qualifications

- College degree or equivalent required.
- 3 years of Sales, Marketing and/or business development experience required.
- 2 years Financial Services Sales experience required.
- A strong plus if you've ever had someone hire you personally for a service.
- Must have interest & excellent understanding of basic investing principles.
- 1 year experience with either an investment, insurance or annuity services firm required, preferably a FINRA or SEC regulated firm.
- Must be proficient in word processing, spreadsheet and presentation software and generally very adept at technology applications and software.
- Willingness to obtain additional licenses, such as series Colorado life insurance license along with FINRA Series 65 or 66, 63, and eventually CFP® designation.
- Must be able to pass a drug screen.

Why Work at MRP

If you are looking to start or continue your advising career, gain mentorship in a one-on-one setting from a CFP® that is vested in your success, and seek to eventually have ownership and autonomy of your own book of business; all while making a significant impact in your clients lives, this may be the perfect fit for you. By joining a practice where you can use your relationship building skills and your ability to meet and exceed goals, you will have the opportunity to build a world class, client centered practice with no ceiling on income. Ideal candidates are currently with a financial services firm but are dissatisfied with the a) politics, b) corporate ceiling, c) lack of independence, d) lack of opportunity to help others in a meaningful way. In this rare opportunity, you will learn more about sales and marketing in the financial services industry and what it takes to build a thriving and sustainable practice. At MRP, you will enjoy the following benefits:

- We do not discriminate based on health care/vaccination status
- AUTONOMY, FLEXIBILITY & OPPORTUNITY
- Part-time or full-time, with work from home capabilities after 6 months.
- $$$$$-The ability to be a key part in growing a business. Strong incentive plan based on customer acquisition.
- Opportunity for advancement in a Cohesive small team.
- Great place to make a big impact on many lives.
- In addition to regular compensation, YOU WILL BE GIVEN WARM LEADS!

How to Apply

Send resume and cover letter to info@mosaicretirement.com. Cover letter should include the following:

- Please tell us why you are interested in this position. What skills make you a good candidate?
- Are you comfortable working within a small firm? Why or why not?
- This position requires you to be in the Centennial, CO office, are you able to meet this requirement?
- Are you comfortable with starting hourly wage then transitioning to commissions/fees eventually?

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This description covers the major purpose and major functions of the job. It is not intended to give all details or a step by step account of the way each task is to be performed. Employees may receive other job related instructions and be required to perform other job related duties requested.

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