



EQUITABLE  
ADVISORS

## Retirement Benefits Group

# Why become a financial professional?

We're on a mission to help people build fulfilling futures. Our commitment to helping people pursue what's possible has never been stronger. Together, we guide clients forward with courage, strength and wisdom – and help them lead a fulfilled life – with our financial professionals as the cornerstone of our success.

As a financial professional, you can achieve:

**Impact** – The work you do not only helps clients make smarter decisions in their financial lives, it helps them focus on the people and the passions in their lives that matter most to them.

**Independence** – We value ambition. You control your own career. In fact, we work hard to create a culture where you move forward as fast as you'd like, not as fast as you're told.

**Income** – You have the ability to accelerate your earning potential. The potential to grow your income or responsibilities is based on one factor: you.



**Innovation**  
Offering innovative and competitive products



**Competitive compensation**  
Providing a competitive compensation program



**Opportunities**  
Offering attractive wealth-building opportunities



**Benefits**  
Delivering a superior benefits package



**Support**  
Supporting your business and clients with cutting-edge digital tools and systems

## The Opportunity



### Demand

Financial Professionals are in high demand as the United States experiences growing numbers of retiring Americans.

57 is the average age of a Financial Professional in 2022.<sup>(1)</sup>



### Growth

\$30 trillion will be passed from baby boomers to 90 million millennials over the next decade.<sup>(2)</sup>

1 in 6 people in the world will be aged 60 years or older by 2030.<sup>(3)</sup>



### Market potential

59% of Americans want financial advice, but do not know how to get it.<sup>(4)</sup>

Only 30% of consumers have a paid financial advisor.<sup>(5)</sup>



### Career potential

Offers new, less tenured professionals an opportunity with endless advancement potential.

Enjoy unlimited income potential as a Financial Professional, join a firm, create a Producer Group, or elect to enter the leadership track.

## Compensation and benefits

If you work hard and grow your book of business, there is potentially no ceiling to how much you can be rewarded.

- Health and dental coverage
- Stock purchase program
- 401(k) plan (including a company-paid profit-sharing feature)
- Short-term and long-term disability income coverage options
- Group term and optional group universal life insurance coverage.

Decide the daily routine that works best for you to achieve both success and work-life balance.

## Your professional growth

Unlike other entry-level positions, as a financial professional, you can accelerate your own success – we value your ambition. To get you up and running, we will sponsor your pursuit of the licensing requirements. And, our training curriculum is designed to provide you with the skills and tools you need to succeed.

## The time is now

### A need for financial professionals

Significant job growth and security are anticipated for financial professionals, partly due to the large portion of the population approaching retirement.<sup>1</sup>

# 29 years

Today's retirees appreciate their longevity and they now count the ideal length of retirement at an average of 29 years.<sup>2</sup>

# 36 million

The number of Americans age 65+ has almost tripled in the last 50 years (from 20 million to 56 million) and is projected to reach 86 million by 2050.<sup>3</sup>

## What it takes....

If you're a results-drive self-starter and an effective communicator, you can be successful.

### Characteristics of a top financial professional include:

- A 4-year college degree is preferred, but not required, and relevant professional FINRA securities registrations are a plus.
- If you do not have the following, you will be required to attain them under our sponsorship: state life and health licenses, FINRA Series 7 and 63 registrations.
- Possesses integrity, a strong work ethic, and the desire to help others plan for and protect their economic futures.
- Team player who possesses excellent interpersonal skills and communication abilities, with a high degree of self-confidence.
- Draws upon past/present experiences and acquaintances to develop markets and build upon them to sustain long-term relationships.
- MBA, JD, CFP®, CPA or CHFC® a plus



## Equitable Advisors Advantage



**Committed to your growth**  
We support your professional development through mentoring, learning and development courses, professional associations, yearly summits and more.



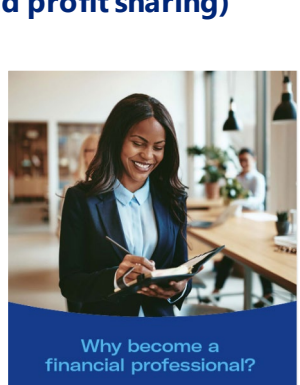
**A competitive benefits package**  
You can expect:  
• Health and dental  
• Vision care coverage  
• Stock purchase program  
• 401(k) plan (including company paid profit sharing)



**Balance**  
A work-life balance most financial careers don't offer.



Equitable Financial Life Insurance Company (Equitable Financial) (NY, NY), an Equitable Advisors affiliate, has earned the following certifications from these three unassociated organizations. GE-30251031.1(1/21) (Exp. 3/23)



WHY BECOME A FINANCIAL PROFESSIONAL



WORLD OF EQUITABLE



EQUITABLE ADVISORS ADVANTAGE BROCHURE



EARNING POTENTIAL - RBG

## A career that rewards you for being you...

Our culture is one of inclusion, continuous learning and professional excellence. Your ambition, independence and individuality are what makes you who you are – and they also make us who we are. That's why we offer you so many ways to strengthen relationships with colleagues, invest in yourself, be a trusted resource to clients and give back to the community.

Together, we guide clients forward and support them in making the choices that lead to a fulfilled life.

### So, what's your MOVE?

If you are looking for the opportunity to accelerate your success with the support of one of the nation's leading financial services firms,

Let's connect.

[equitable.com/advisor-careers](https://equitable.com/advisor-careers)



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