FINANCE

Personal Financial Advisors advise clients, both individuals and businesses, on financial plans using knowledge of tax and investment strategies, securities, insurance, pension plans, and real estate. Duties include assessing their clients' assets, liabilities, cash flow, insurance coverage, tax status, and financial objectives. With this information, a Personal Financial Advisor will help create, implement, and monitor a personalized financial plan for their client individuals and businesses.

DUTIES

A person in this career:

- Interviews individuals and business managements to determine their current income, expenses, insurance coverage, tax status, financial objectives, risk tolerance, or other information needed to develop a financial plan.
- Recommends to clients strategies in cash management, insurance coverage, investment planning, or other areas to help them achieve their financial goals.
- Answers clients' questions about the purposes and details of financial plans and strategies.
- Analyzes financial information obtained from clients to determine strategies for meeting clients' financial objectives.
- Implements financial planning recommendations or refers clients to someone who can assist them with plan implementation.
- Reviews clients' accounts and plans regularly to determine whether life changes, economic changes, environmental concerns, or financial performance indicate a need for plan reassessment.
- Work with human resource personnel and company owners with regards to benefits, insurance, and retirement needs both for the companies and their employees
- Prepares or interprets for clients information such as investment performance reports, financial document summaries, or income projections.
- Recruits new clients.
- Stay informed of the workings of the economy and financial markets via various information outlets and professional development activities.

Since many of the current professionals are approaching retirement age, the financial services industry is actively recruiting. The industry is focused on diversity and is dedicated to seeking and promoting women and minorities, bilingual individuals, and ex-military. There is a future for you in the financial services industry!

SALARY INFORMATION

Location	2018				
	10%	25%	Median	75%	90%
California	$47,290	$59,220	$83,680	$153,590	$208,000+

*Pay period based on yearly amount.

EMPLOYMENT OUTLOOK

Stable growth rate is estimated to be 11%

2,920 estimated annual job openings

RELATED OCCUPATIONS

Credit Analysts
Loan Officers
Insurance Sales Agents
Sales Agents, Securities and Commodities
Sales Agents, Financial Services

SOUTHWESTERN COLLEGE MAJORS Business Administration | Business Management