



FWA Ideal Candidate Profiles

W-2 Affiliation Option: This is generally a bank broker with 5-7 years of experience who is looking to grow their practice offerings in advisory relationships. This candidate may be also dealing with displacement issues. Generally, they want a base salary with the opportunity for bonus and commission. FWA offers this type of arrangement, along with a supply of new accounts and leads to help grow their income. Candidate must have a clean CRD, series 7, life and health, and preferred 65,63 or equiv. 66.

AUM that can travel with them should be greater than \$15 million.

FWA Brand 1099 Affiliation Option: This is generally a wirehouse financial advisor with 7-10 years of experience who is seeking an independent structure to leverage their practice growth. Candidate wants to own their book, but have compliance and admin tasks handled by someone else. Payouts increase with higher revenues and are adjusted Jan 1st of each year based on the previous T-12. Financial advisor must be a self-motivated, independent worker, but enjoy office camaraderie, and being part of a team atmosphere. Candidates must have a clean CRD, series 7, life and health, and a 65,63 or equiv. 66.

AUM that can travel with them should be greater than \$40 million, primarily in advisory relationships.

Self-Branded 1099 Affiliation Option: This is generally a high producing financial advisor or team of high producing financial advisors. These reps often are the most independent-minded, and require their own branding and identity. They wish to focus on working in the business with their clients. They usually outsource such tasks as compliance and money management to maximize their client facing production time. They have a set structure of administrative talent that will move with them. Candidates must have a clean CRD, series 7, life and health, and a 65,63 or equiv. 66

AUM that can travel with them should be greater than \$80 million, primarily in advisory relationships.

Continuity Rep, Retiring or Selling: This financial advisor has a different motivation for change, they are generally looking to exit the business at some point in the future (they choose). They recognize the value of aligning before this event to ensure a smooth transition with high client satisfaction. This planning is often rewarded with a more profitable and satisfying exit. FWA has much experience in this area and offers some of the most flexible and profitable terms to these candidates. Their experience often varies along with their timeline. Candidates must have a clean CRD, series 7, life and health, and preferred 65,63 or equiv. 66

AUM that can travel with them should be greater than \$15 million.