

TEAM LEADERSHIP TRACK OVERVIEW



1 MENTOR

Unit Size: 1

Years in Position: 1

Development: Crossroads/Foundations

Licensing and Registrations: Series 7, 66, Life/Health, Enrolled in CFP®

Responsibilities: Joint Work

Sources of Income: Personal Production, Joint Work

3 MANAGING DIRECTOR

Unit Size: 6-10 AFP Advisors + Field Director(s)

Years in Position: 5+ years

Development: Legacy Leaders, Study Group

Licensing and Registrations: Series 24, CFP®, ChFC®

Responsibilities: Recruiting, Training, Supervision and Compliance

Sources of Income: Salary, Overrides, Joint Work, Personal Production and Incentive Compensation

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FIELD DIRECTOR

Unit Size: 1-5 AFP Advisors

Years in Position: 3

Development: Leaders Building Leaders

Licensing and Registrations: CFP®

Responsibilities: Recruiting, Training, Supervision and Joint Work

Sources of Income: Salary, Overrides, Joint Work, Personal Production

4

SENIOR PARTNER

Unit Size: Developed 5 Senate Producers

Years in Position: 10+ years as Silver(+), FD/MD for 3 years

Development: Legacy Leaders, Study Group, Vistage

Responsibilities: Recruiting, Training, Supervision, Compliance and Operations

Sources of Income: Salary, Overrides, Personal Production, Incentive Compensation and Distributions

Additional Benefits: Equity Partner

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900 Prides Crossing, Newark, DE 19713 P: 302.366.0366 | 200 E. State Street, Suite 303, Media, PA 19063 P: 610.565.9550
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