



DIAMOND STATE
FINANCIAL GROUP

TEAM LEADERSHIP TRACK OVERVIEW



1

MENTOR

Unit Size: 1

Years in Position: 1

Development: Crossroads, Foundations

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

Responsibilities: Joint Work, Club-Level Personal Production, Prospecting

Sources of Income: Personal Production, Joint Work

2

MANAGER

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, Club-Level Production, Prospecting

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

3

DIRECTOR

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

Years in Position: 5+ years

Development: Legacy Leaders, Study Group

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

Responsibilities: Recruiting, Training, Supervision and Compliance, Gold Level Personal Production, Prospecting, Firm Committee

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

4

SENIOR PARTNER

Unit Size: Developed 5 Senate Producers

Years in Position: 10+ years as Silver(+), M/D for 3 years

Development: Legacy Leaders, Study Group, Vistage

Responsibilities: Recruiting, Training, Supervision, Compliance and Operations, Firm Committee, Community Board Representation, Platinum Level Production

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

Additional Benefits: Equity Partner