RESIDENCY in FINANCIAL PLANNING Cornerstone Wealth Advisors, Inc.

Cornerstone Wealth Advisors, Inc. (www.CornerstoneWealthAdvisors.com) is currently seeking candidates for a three-year, full-time (in-person, hybrid, or remote) Financial Planning Resident for a residency to begin in mid-2025. After these three years, our Resident will be exceptionally well-qualified to obtain an advisory career-track position with an established financial planning firm or to begin your own enterprise. Among other things, you will have established meaningful relationships (including hugs, tears and life planning conversations) with over 100 Cornerstone clients, participated in and/or led ~600 client and prospective client meetings, become 'lead advisor' for several of our increasing GenY clientele, written and presented multiple comprehensive financial plans, be as good as (or better) at income tax planning than anyone in your undergraduate cohort, prepared detailed estate plans, managed the Guyton/Klinger safe withdrawal 'guardrails' and structured multiple client investment portfolios. You will be ready to be the 'lead advisor' in almost any client situation and will be an amazing team player in a professional environment. Each previous Resident graduate successfully moved on to advisory positions at their top-choice financial planning firm.

In this salaried position, our Resident will gain real-life experience providing advice to clients in all areas of financial planning and wealth management by working with our nationally-recognized team of professionals. This group includes:

Andrea Eaton, CFP® Principal and Financial Planner Jonathan Guyton, CFP® Principal and Financial Planner

Sara Kantor, CFP® Financial Planner (Resident in Financial Planning 2013-2016)
Coresa Cass, CFP® Financial Planner (Resident in Financial Planning 2017-2020)
Olivia Flynn, CFP® Financial Planner (Resident in Financial Planning 2020-2023)

Rebecca Hofland Resident in Financial Planning
Xander Say Resident in Financial Planning
Christina Tucker Client Service Associate

Cornerstone Wealth Advisors, Inc. is a comprehensive financial planning, advisory and wealth management firm in Minneapolis serving clients in nearly 30 states. Our only compensation is the fees paid directly to us by our clients. We are known nationally for our work and writings in retirement distribution planning, career path development for young financial planners and the national leadership of the Financial Planning Association (FPA).

In 2010, we established our Residency in Financial Planning to prepare select graduates of CFP® Board-Registered financial planning programs for careers as professional financial planners and to meet our advisory needs in serving our clients. Six Residents have graduated from our program, and two more are in the midst of their residencies. Our program has been featured in podcasts by XY Planning Network and Kitces.com (at 35:18) as well as articles in Investment News, Financial Planning magazine, and Financial Planning online.

Responsibilities (progressing in involvement and complexity throughout the three years):

Client Interaction
 Establish relationships with clients

Participate in 4-6 client meetings each week from Day 1

Complete follow-up communication and implementation from client reviews

Participate in the new client discovery process

Participate in the development and presentation of financial plans to clients

Schedule client review meetings and determine agenda items

Provide answers to client telephone and e-mail questions as capabilities increase

Back Office Support

Prepare agendas and reports for 4-6 client review meetings weekly

Review client investment portfolios relative to asset allocation strategy

Submit portfolio trades online

Update client data base in follow-up to review meetings

Administrative Duties

Assist in answering incoming calls

Prepare forms for ongoing client plan implementation

Scan and organize client documents into client database

Assist Chief Compliance Officer

Complete various financial planning and/or investment research projects as needed

Qualifications:

Trustworthy, ethical, appreciative, hard-working emerging professional

Commitment to a career as a financial planning professional

Completion of a financial planning curriculum at a CFP® Board Registered Program

Outstanding academic achievement and related work experience

Excellent oral and written communication skills

Aptitude for applying financial planning knowledge to real-life situations

High personal standards with a team-oriented, fun-loving nature toward colleagues

Working familiarity with database and Microsoft Office software

Compensation:

Steadily-increasing Base Salary

Performance Bonuses as abilities and experience grow

Individual/Family health insurance with Health Savings Account (HSA)

Annual company contribution to HSA

Long-Term Disability (60%) and Group Life Insurance – 100% company-paid

401(k) Plan with Company Match and Profit Sharing Plan (9-12% of Salary/Bonus)

Paid holiday and personal time off (23+ days annually)

Annual budget for CFP® Exam, review course, and FPA Residency

Relocation allowance (if applicable)

Annual FPA membership

Introduction to our network of established planning firms around the country

Contact:

We are seeking outstanding candidates for our Residency in Financial Planning to begin

in mid-2025. Please email your resume and cover letter to

olivia@cornerstonewealthadvisors.com by September 23, 2024. Resumes will not be accepted without a cover letter that states why you would be a good fit for this position and your three most defining characteristics or attributes. This exercise is meant to show us your writing skills and ability to follow directions, as well as to help us get to know you.