Edward Jones®

Financial Advisor Career Development Program
On-Campus

The Financial Advisor Career Development Program

The Edward Jones Financial Advisor Career Development (FACD) program is a nine-month experience of industry-leading training and coaching that prepares candidates for their career as a Financial Advisor. Through the training, individuals with three years or less of professional experience are given an opportunity to develop the knowledge, skills and behaviors necessary to build a successful practice as a Financial Advisor at Edward Jones.

Overview of the On-Campus FACD program

Trainees move to St. Louis or Tempe for approximately 6 months to participate in this program. Relationships with Regions begin to develop at a distance and take shape through Field Foundations trips which occur twice. Preparation for the FA role includes a robust curriculum, multiple application experiences and demonstration of skills through in-field prospecting and home office settings. Academic Training Leaders facilitate workshops in a classroom setting and develop Trainees/Registered Representatives through ongoing coaching and support.

Activity Detail	Timeframe	Description
Onboarding	12 weeks	Onboarding and study begins
Know Your Customer	1 week	5-day home office course
Essentials Training	6 weeks	Introduction to behaviors, investment knowledge and tools
Client Needs Training	12 weeks	Provides framework for solutions and tools used to help solve long terms goals
Field Preparation	5 weeks	Preparing to enter the field
Field Transition	6 weeks	Building pipeline in preparation for performance standards

Frequently Asked Questions

What are the requirements for participation in the on-campus program?

- Considerations include the amount and type of past experience, level of education and degree path, among other potential qualifications. Individuals that are asked to participate should be aligned to a region prior to being hired for the program.

Where will the training take place?

- Following industry registration exams, participants will relocate to the St. Louis or Tempe home office location for approximately six months. During the program, there are two instances in which the trainee will travel to their region to begin developing their client base. Travel and accommodations during these experiences will be provided by the firm.

What flexibility does the training provide for taking time off?

- The nine months of training is an intense period of development with very little flexibility for time off. As a result, paid time off is not provided. While sicknesses do happen, these days must be taken unpaid. Vacations taken during the program would be unpaid and will likely not be approved.

Benefits of the On-Campus FACD program

- Develop an understanding of the five client needs and the solutions-based approach to solving those needs.
- Deepen knowledge of the unique needs of the community through market research and community engagement.
- Begin the client creation process through building a strong pipeline and participating in purposeful networking activities.
- Gain experiential learning and application, while adding value and providing support to host branch/clients