Financial advisors help individuals and companies make efficient and wise decisions regarding how to manage their money. A financial advisor may help manage investments, broker the sale and purchase of stocks and funds, or create a comprehensive estate and tax plan. These individuals assess their client's current financial position, learn about their needs and goals, and make recommendations on how best to achieve those goals. Some of the skills required for the field include communication, interpersonal skills, an entrepreneurial mindset, problem solving skills, and attention to detail. A license is not required to work as a financial advisor, but advisors who sell stocks, bonds, mutual funds or insurance may need licenses such as the Series 6, 7, or 63.

A financial planner is one type of financial advisor, who helps companies and individuals create programs to meet long-term financial goals. The planner might have a specialty in investments, taxes, retirement, and/or estate planning and may also hold various licenses or designations that give them . The Certified Financial Planner (CFP), Chartered Financial Analyst (CFA), and the Chartered Financial Consultant (ChFC) are a few of the designations a financial planner might hold. For example, a CFP® designation means the financial planner is certified and has fiduciary responsibility, which means they have to act in their clients' best interest. California State University, Fullerton's Mihaylo College of Business & Economics offers a well-regarded Financial Planning Program which prepares students for the Certified Financial Planner examination.

A career in financial advising can be both personally and financially rewarding. By utilizing your skills, knowing how to listen, and understanding your clients, you can help guide them towards the best opportunities that meet their needs.

### Average Salary & Trajectory*

<table>
<thead>
<tr>
<th>Level</th>
<th>Entry-Level**</th>
<th>Mid-Level**</th>
<th>Senior-Level**</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$57,000 annually</td>
<td>$80,000 annually</td>
<td>$127,000 annually</td>
</tr>
</tbody>
</table>

*Note: Salaries are highly dependent on location, company type, and candidate experience/education. For the purposes of this guide we are providing average starting salaries as determined by the National Association of Colleges and Employers (NACE), overall average salaries as determined by the U.S Bureau of Labor Statistics (BLS), as well as supplemental information found from various industry-specific sources. Updated July 2017.

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**Learn More With O*Net**

Visit O*Net OnLine to explore the sample roles in financial planning and management. The database provides career exploration tools to the public at no cost and is continually updated by surveying a broad range of workers from each occupation. Learn about the knowledge, skills, tasks, and activities required for each occupation, as well as median wages and employment trends reported by the Bureau of Labor Statistics and other federal agencies.

1. Visit O*Net OnLine at [www.onetonline.org](http://www.onetonline.org)
2. Refer to the sample job titles listed in the “O*Net Keywords” section below
3. Enter phrase into O*Net’s “Occupation Search” to explore sample roles

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**O*Net Keywords:**

- Credit
- Financial planning
- Personal finance
- Finance advising
- Certified Financial Advisor
- Personal Financial Planner
- Credit Analyst
- Credit Counselor

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**Roles:**

- Certified Financial Advisor
- Personal Financial Planner
- Credit Analyst
- Credit Counselor
## Finance - Financial Advising and Financial Planning

### Skills/Experience Suggested:
- Proficiency with numbers, financial information, spreadsheet and word processing applications
- Excellent interpersonal skills with ability to build and maintain strong relationships
- Proficiency in Excel and PowerPoint
- Team player capable of communicating and collaborating across global and cross-functional partners
- Strong analytical skills to assess client needs
- Ability to work independently, balance multiple work assignments and confident in taking initiative

### Advanced Degrees:
- Master of Science in Finance
- Master of Science in Financial Services
- Master of Science in Financial Planning
- MBA in Finance

### Professional Certifications:
- Certified Financial Planner™
- Certified Financial Consultant
- Personal Financial Specialist
- Chartered Financial Analyst

### Professional Associations:
- Financial Services Professionals
- National Association of Financial Advisors
- Association for Financial Counseling and Planning Education

### Campus Resources:
- Finance Association
- Association of Latino Professionals for America
- CFP Program Advising (SGMH 5113)

### Industry Research & Tools:
- Learn.org/articles/Financial_Advisor_Salary_and_Career_FAQs.html
- Cfp.net/become-a-cfp-professional/a-career-in-demand
- Vault.com—accessible through your Student Portal

### Job & Internship Search Sites:
- Careerbuilder.com/jobs-financial-planner
- Indeed.com
- Internships.com
- LinkedIn.com
- Vault.com—accessible through your Student Portal

### Employers Hiring Mihaylo Graduates:
- Transamerica Financial Advisors, Inc.
- NORDSTROM
- Lincoln Financial Group
- PNC Bank
- Morgan Stanley
- MassMutual Financial Group
- Northwestern Mutual
- Nationwide

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**About this guide:** This resource guide is intended to provide an introduction to the industry and relay a sampling of the resources available to candidates. It is by no means comprehensive, nor intended to replace individual research based on specific job targets and/or recommendations from an advisor. All creative content rights belong to and shall be the sole and exclusive property of Mihaylo Career Services. Unauthorized use for external purposes, modifications, and/or duplications of this material without permission from Mihaylo Career Services is prohibited.