

Finance – Financial Advising and Financial Planning



Financial advisors help individuals and companies manage their money efficiently and wisely. 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 Business 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.

Source: Investopedia.com

Average Salary & Trajectory*

Entry-Level

\$71,000 annually

- Credit Analyst
- Loan Counselor
- Financial Advisor
- Certified Financial Planner
- Corporate Financial Analyst

Mid-Level

\$88,000 annually

- Sr. Credit Analyst
- Sr. Financial Advisor
- Financial Planner II
- Financial Analyst III
- Wealth Advisory Manager

Senior-Level

\$138,000 annually

- Financial Analysis Manager
- Sr. Financial Advisor
- Assistant Director of Financial Planning
- Financial Planning & Analysis Director

Learn More With O*Net

Visit O*Net Online to explore the sample roles in government economics. 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.

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Visit O*Net Online at www.onetonline.org

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Refer to the sample job titles listed in the “O*Net Keywords” section below

03

Enter phrase into O*Net’s “Occupation Search” to explore sample roles

O*Net Keywords:

- Credit
- Personal Finance
- Financial Planning
- Finance Advising

Roles:

- Certified Financial Advisor
- Personal Financial Planner
- Wealth Advisor
- Investment Advisor

*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 U.S Bureau of Labor Statistics (BLS), as well as supplemental information found from various industry-specific sources.

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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 take 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
- Financial Planning Association

Professional Associations:

- Financial Services Professionals
- National Association of Personal Financial Advisors
- Association for Financial Counseling and Planning Education
- Financial Planning Association

Campus Resources:

- [Finance Association](#)
- [Association of Latino Professionals for America](#)
- [Chartered Financial Analyst Program \(SGMH 5113\)](#)

Industry Research & Tools:

- [Learn.org/articles/Financial_Advisor_Salary_and_Career_FAQs.html](#)
- [Cfp.net/why-cfp-certification/career-guide/what-is-financial-planning](#)
- [Fullerton.firsthand.co](#) – Login with your CSUF email

Job & Internship Search Sites:

- [careerbuilder.com/jobs-financial-planner](#)
- [indeed.com](#)
- [fullerton.joinhandshake.com](#)
- [ziprecruiter.com](#)
- [linkedin.com](#)
- [fullerton.firsthand.co](#)
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Employers Hiring CSUF Business Graduates:



Morgan Stanley

