

Job Posting: Associate Private Wealth Advisor

Next Phase Advisory Group

POSITION: Associate Private Wealth Advisor

OVERALL FUNCTION

The Associate Private Wealth Advisor¹ will be responsible for managing and growing a portfolio of clients, providing comprehensive financial planning, insurance, investment management, and wealth preservation strategies. The ideal candidate will have a passion for financial planning, enjoy building client relationships, and have experience in working with the wealth management field.

DUTIES & RESPONSIBILITIES

- Manage a shared segment of client relationships in conjunction with firm Partners, coordinating meetings and client service.
- Provide top level responsiveness and service to all clients in collaboration with partners and other team members.
- Learn about client goals and update client's financial plans to remain relevant to their goals and current market/economic environment.
- Collaborate with other team members to build comprehensive financial plans for new clients in addition to updating plans for existing clients. Planning disciplines may include:
 - Investments
 - Retirement Planning
 - Retirement Income Distribution Planning
 - Estate Planning Concepts
 - Life insurance, Disability and Long Term Care insurance analysis
 - Asset/Liability management and cash flow scenarios
 - Tax implications
 - Education Funding
 - Major Purchase Planning
 - Saving Strategies
 - Business Planning
- Identify new planning opportunities within conversations with existing clients.
- Ensure adherence to policies and procedures set forth by Next Phase Advisory Group and Northwestern Mutual.
- Maintain a thorough understanding and adherence to compliance and fiduciary standards and guidelines exhibiting the highest ethical standards.
- Work closely with other departments to deliver impeccable client service and comprehensive wealth management solutions.
- Craft thoughtful and clear email summaries and recaps after meetings. Follow up with team members to ensure tasks are completed.

SKILLS/QUALIFICATIONS

Required

- Bachelor's degree in finance, Economics, Business, or a related field
- 5+ years of experience as a financial advisor
- Series 7 & 66, life and health licensing
- Client facing financial advising experience
- Operates with a caring and collaborative attitude
- Ability to be in office 5 days per week for first 6 months, then transition to a flexible hybrid work schedule
- High ethical standards and a commitment to fiduciary responsibility.
- Strong verbal and written skills

Recommended

- MBA or advanced degree preferred
- Certified Financial Planner or other investment/planning related designations preferred

COMPENSATION AND BENEFITS

- Salary Range
 - \$80,000+ base salary depending on experience + variable comp. possibility
- Other benefits
 - Medical, dental, and vision coverage
 - 401K
 - Life Insurance
 - Short/long term disability
 - Paid Time Off & Paid Sick Time
 - Flexible scheduling/work from home
 - Continuing education
 - Work perks such as lunches, snacks, team outings, etc.

WORKING CONDITIONS

- Work will take place in a traditional office setting.
- Most time will be spent working at a desk.
- Hybrid schedule with combination of work from home and in office hours

COMPANY OVERVIEW

Next Phase Advisory Group is a Private Client Group firm within Northwestern Mutual, with access to resources befitting high-wealth clients. Next Phase Advisory Group works as a trusted guide, clarifying financial goals and helping to navigate life's transitions. The firm supplies big-picture thinking that goes well beyond the investment portfolio.

NPAG's comprehensive approach aligns life plans with financial plans, putting together a strategic balance of retirement planning, insurance solutions, intergenerational planning, wealth management, and more. The team helps clients to define financial goals and plot a decisive course of action with a unique focus on the importance of maintaining strong client relationships.

When working with our team, your life journey only gets better.

APPLICATION PROCESS

- Position will remain open until filled.
- Screening process will include on-site interviews and assessments.
- Background check/finger printing process required before hire

Please send resume and cover letter to Michael Lushniak, Director of Strategic Development via email at Michael.lushniak@nm.com

Next Phase Advisory Group is an equal opportunity employer and values diversity. The firm does not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

¹*Successful candidates will begin as financial representatives. Financial Representatives are prohibited from using the title "Advisor" until licensures are obtained (including SIE 6 and 63) and Northwestern Mutual specified courses are satisfactorily completed.*

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM) and its subsidiaries in Milwaukee, WI. Members of Next Phase Advisory Group use Next Phase Advisory Group as a marketing name for doing business as representatives of Northwestern Mutual. Northwestern Mutual Private Client Group is a select group of NM advisors and representatives. Next Phase Advisory Group and Northwestern Mutual Private Client Group are not a registered investment adviser, broker-dealer, insurance agency, federal savings bank or other legal entity. To view detailed disclosures regarding individual representatives, view their information at nextphaseadvisorygroup.com.