

## **FINANCIAL ADVISOR OPPORTUNITY - RESULTS EQUAL REWARDS!**

- ❖ True ownership opportunity that allows you to control your time, your income and your own destiny.
- ❖ Gain tremendous satisfaction knowing that you are assisting your clients in protecting their financial futures.
- ❖ Unlimited earning potential through your willingness to invest time and effort to succeed.
- ❖ MassMutual Associates are among the best compensated in the industry; many of them earn well into six figures.

### **Job Description:**

Beginning a career as a MassMutual Sales Associate/Financial Advisor offers unlimited rewards, both personal and economic. Opportunities are available for individuals interested in starting a career in financial services, as well as, experienced/licensed agents looking for better support, advanced training, and compensation.

MassMutual Sales Associates are the key source that clients turn to for their insurance, investment and financial planning needs. Associates are responsible for putting together financial programs that will respond to client needs tomorrow and 30 years from tomorrow. Our Associates are business professionals who work with attorneys, accountants and other executives. Many hold advanced degrees in business and finance, and designations in life underwriting, investments and financial planning.

### **Responsibilities:**

Entrepreneurial consultative sales position building a professional practice by:

- Prospecting for clients on a referral basis within clearly defined markets.
- Developing and maintaining long-term relationship with clients.
- Listening empathetically, gathering facts, analyzing total needs and making responsible recommendations.
- Expanding personal knowledge and skills through joint work with fellow associates.

Be trained in the art of “counselor based” selling; a two-interview selling system. Analyze complete financial picture of the client. Provide long-term specialization in Estate Planning and Business Insurance Planning.

### **Basic Requirements:**

- BA, BS, Graduate Degree or equivalent work experience
- Integrity and a strong work ethic
- Desire to succeed
- Confidence and resiliency
- Ambition, high energy and excellent interpersonal skills

**Contact information:**

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*Opportunities are available in Little Falls, NJ, Midtown Manhattan, and Garden City, Long Island.*