

Finance - Financial Planning and Management



Financial planners and wealth managers help individuals plan their financial futures and help them make efficient and wise decisions regarding how to manage their money. Financial planners assess their client's current financial position, learn about their needs and goals, and make recommendations on how to best 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. With these skills, you can excel further in your career and continue your growth in the financial services market.

One way to gain a competitive advantage is to earn a certification or license that increases your ability to conduct financial transactions that meet your client's goals. Another way to advance your career is to specialize in specific financial areas such as estate planning, securities, or insurance. Specialization could require earning additional licenses or certificates and meeting specific requirements. For example, California State University, Fullerton offers the well regarded Certified Financial Planner program.

A career in financial planning can be both personally and financially rewarding. A good financial planner understands investments, taxes, estate planning and knows how to listen and guide their clients towards the best opportunities that will

meet their needs.

Source: *Careers in Finance*

Average Salary & Trajectory*

Entry-Level

\$40,000 annually

- Credit Counselor
- Credit Analyst
- Certified Personal Finance Counselor
- Financial Coach
- Financial Health Counselor

Mid-Level

\$50,000 annually

- Personal Financial Advisor
- Financial Planner
- Financial Analyst
- Certified Financial Planner

Executive-Level

\$75,000 annually

- Chief Financial Advisor
- Financial Manager
- Assistant Vice President
- Financial Center Manager

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.

01 Visit O*Net OnLine at www.onetonline.org

02 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
- Financial planning
- Personal finance
- Finance advising

Roles:

- Certified Financial Advisor
- Personal Financial Planner
- Credit Analyst
- Credit Counselor

*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.

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Skills/Experience Suggested:

- Proficiency with numbers, financial information, spreadsheet and word processing applications
- 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 solve complex problems and clearly articulate the issues and potential solutions
- Ability to work independently and balance multiple work assignments while meeting deadlines

Advanced Degrees:

- Master of Science 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

Don't forget to check out the list of career path advisors
business.fullerton.edu/Programs/Undergraduate/#career-path-advisors

Industry Research & Tools:

- Learn.org/articles/Financial_Advisor_Salary_and_Career_FA_Qs.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:

