Searcy™
FINANCIAL
Where you stand.

Join Our Team

Current Available Positions:

Lead Advisor

Vice President of Business Development

VP of Business Development, Retirement Plan Solutions

Financial Planning Associate

Client Service Associate

Internship/Professional Residency

Additional Availability For:

Succession & Continuity Planning for Investment Advisors

Breakaway Brokers

Lead Advisor

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Are you looking for a firm where you can significantly impact the lives of clients and help them realize their goals?

We have a unique position open for a Lead Advisor whose loyalty is exclusively to our clients and maintaining relationships geared toward helping those clients realize their goals. We offer a competitive compensation structure (salary and bonus program) for employees who demonstrate hard work and leadership characteristics and support the long-term goals of our firm. You will be a member of a collaborative and supportive team of strong individuals, all working hard to help us grow a successful and multigenerational business.

If you are a financial advisor with 5 or more years of experience and an established client base, we encourage you to contact us and explore an opportunity with our firm. All inquiries will be held in strict confidence. At a minimum, candidates should be able to bring the following assets to the firm:

- $5 million assets under management
- 5 years of experience working with high net worth individuals/families and business owners
- Awareness of financial planning issues related to managing wealth
- Bachelor's degree and Series 65/66 or CFP designation
- Familiarity with portfolio management, including tactical asset allocation, traditional and nontraditional asset classes, and various investing styles is a minimum requirement. We prefer sophisticated estate planning, tax planning, education planning, and insurance planning knowledge, as well as strong knowledge of the stock market and macroeconomic trends
- Attention to detail; strong organizational skills; ability to complete work in a timely, accurate, and thorough manner
- Must be personable and punctual, and a problem solver
- Clean disciplinary record

Those interested should click the link below and complete each step of the application process: http://www.cindexinc.com/c/2A0E06

Searcy Financial Services, Inc. enforces a strict no tobacco policy (including e-cigarettes) both at work and after hours. Please do not apply for this position if you will not abide by this policy.

Vice President of Business Development

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For the intensely motivated and driven professional who:

- believes that outcome is directly proportionate to effort, and
- has the highest degree of integrity and ethics.

Your ability to roll up your sleeves and do what it takes to close private client business will pave the way to unparalleled career growth and will ensure your financial success in our highly competitive and uncapped compensation structure. The VP of Business Development is assertive, competitive, and strong willed, with a sense of urgency. You should be able to embrace sales objectives and aim for exceeding sales metrics goals by having an established demonstrable sales and planning process.

The firm is dynamic in its approach to day to day operations supporting the efforts of the VP of Business Development. Ongoing private client relationship management, marketing and communications, technology, investment management and financial planning support are provided by a highly competent back-office, management, and advisory team. Your responsibility is to generate new business opportunities and to support revenue and profitability goals through the process of prospecting, lead generation and closure of sales. This individual will develop and maintain a high-level understanding of the private client solutions Searcy Financial Services offers and collaborate with the internal team to prepare proposals and presentations to close business and further the relationships.

Candidates should have a Bachelor's degree and a minimum of 5-7 years of experience in Financial Services sales OR 5-7 years of B2C professional sales experience. FINRA Series 65 licensing is preferred.

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Vice President of Business Development—Retirement Plan Solutions

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There has never been a better time to work in the retirement plan market space. In 2019, $7.5 trillion in assets have been saved into defined contribution retirement plans, and assets are growing as employees continue to contribute every payroll period*. In 2018, 47% of small business employees (fewer than 100 workers) did not have access to a retirement plan, creating substantial additional growth prospects**. Increasing fee transparency and a strong regulatory tailwind have positioned independent Registered Investment Advisors for the opportunity of a lifetime yet many aren't capitalizing on it because they lack time, resources, and knowledge or they are concerned with regulatory burdens.

The Vice President, Retirement Plan Solutions is an intensely motivated goal driven sales professional who will present solutions to business owners that will allow themselves and their employees to save for retirement through a company-sponsored plan. You will develop business by leveraging your own established network and prospects by calling upon:

Business owners,
Corporate retirement plan sponsors, and
Retirement plan trustees

The Vice President, Retirement Plan Solutions will be responsible for promoting Searcy Financial Services' solutions which include full service plan management and consultation services. Your ability to roll up your sleeves and do what it takes to close business will pave the way to unparalleled career growth and will ensure your financial success in our highly competitive and uncapped compensation structure. You should be able to embrace sales objectives and aim for exceeding sales metrics goals by having an established demonstrable sales and planning process. The position will require travel and the Vice President, Retirement Plan Solutions should be very comfortable with technology, working remotely, and the accountability of such a role looking to function inside established operational procedures and recording activity.

Candidates should have a Bachelor's degree and 5-7 years of experience in Retirement Plan or Financial Services sales OR 5-7 years of B2B professional sales experience; a background in wholesaling would be helpful. FINRA Series 65 licensing and an Accredited Investment Fiduciary™ (AIF™) designation is preferred.

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Sources: *Vanguard's How America Saves 2019 report.
**Wall Street Journal, *New Rule to Encourage Retirement Plans by Smaller Companies Coming Soon,* July 2019.

Financial Planning Associate

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Are you ready to take the next step in your career as a financial planner? Or have you been working at a firm that's just not quite the right fit for you and you're looking for a company that aligns better with your values?

This is a perfect position for anyone looking to advance their career and have an opportunity to expand on their education and experience in financial planning. The position provides support to clients and Lead Advisors, including organizing client meetings, collecting client data, responding to administrative client queries, preparing client correspondence and reporting, investment research, and supporting firm-level initiatives. If you're looking for a fast-paced and challenging career opportunity, this could be a perfect fit. A detailed personal development plan, weekly one-on-one meetings, annual employee review meetings, quarterly personal development initiatives, and ongoing training and mentoring make this firm a great place to learn and grow.

This position is a steppingstone for eventual advancement into a Lead Advisor role and expanded client relationship management responsibilities for the right candidate.

Candidates must have a bachelor's degree in human ecology, financial planning, psychology, finance or another related field. All candidates must have a FINRA series 65 or be able to pass the exam as a prerequisite to employment. CFP® professionals (or those eligible to become CFP® professionals once experience requirements are met) are preferred.

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Client Service Associate

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Where you stand.

Are you ready to begin your career as a financial planner? Or have you been working at a firm that's just not quite the right fit for you?

This is an entry-level position perfect for anyone looking to advance their career and have an opportunity to learn the business from the ground up. The position provides non-advice related support to clients, including organizing client meetings, collecting client data, responding to administrative client queries, preparing client correspondence and reporting, and supporting firm-level initiatives. If you're looking for a fast-paced and challenging career opportunity, this could be a perfect fit. A detailed personal development plan, weekly one-on-one meetings, annual employee review meetings, quarterly personal development initiatives, and ongoing training and mentoring make this firm a great place to learn and grow.

Candidates must have a bachelor's degree in human ecology, financial planning, psychology, finance, general business, communications, or another related field. This position is a steppingstone for eventual advancement into a Financial Planning Associate or Financial Paraplanner Qualified Professional™ position.

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Internship/ Professional Residency

Are you looking for a better understanding of the roles, responsibilities and functions within an independent RIA firm?

An internship with the Searcy group of companies exposes students to a broad range of responsibilities. You will be trained on both the "why" and "how" of firm operations before carrying out these responsibilities which may include new client set-up, set-up and maintenance of financial plans, ongoing account maintenance and client service requests, investment research and reporting, and supporting firm-level initiatives. We pride ourselves on being a strengths-based firm, so personal development and mentoring will be a good portion of the internship experience. You will also learn the requirements necessary for future positions and career paths within the firm.

Note: Full-time positions are limited and in high demand, so dress to impress and put your best foot forward during your time as an intern.

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Succession & Continuity Planning for Investment Advisors

Are you looking to build a continuity plan for your business or to build a succession plan for your practice?

According to industry research, the median age of wealth management firm owners is 49 years and yet only 45% of owners have a working succession plan in place. Failure to adequately plan can lead to disruption in client service, irreparable damage to the business reputation, and vulnerability of your spouse, children and other dependents. A continuity plan protects the interests of the firm in the event of a catastrophe while a succession plan provides for the future of the firm, such as an owner's retirement. If you don't have an internal continuity or succession plan, we would be happy to explore how Searcy Financial Services, Inc. could be a resource for an external continuity and/or succession plan for your practice. Please contact us if you are interested in exploring this opportunity.

Breakaway Brokers

Are you thinking about leaving your brokerage firm and going independent?

The financial commitment and regulatory requirements could be a roadblock for advisors who want to stay focused on client relationships and business development. Joining Searcy Financial Services, Inc. may be a perfect solution. We have the infrastructure in place and are able to provide compliance, back office support and the technology that is critical to success. Not all advisors will be a good fit for our organization or culture, but we are open to discussions. Please contact us if you are interested in exploring this opportunity.