John G. Ullman
& Associates, Inc.
COMPREHENSIVE WEALTH MANAGEMENT SINCE 1978

Associate Financial Advisor

CFP® Track Position

John G. Ullman & Associates, Inc. is seeking Associate Financial Advisors to join our firm. These are essential positions in our firm and they will play a significant role in our strategic plans.

The Associate Financial Advisor positions are CFP® track positions. We welcome candidates who have completed the CFP® process and are interested in furthering their career with our firm, recent college graduates who are interested in pursuing their CFP® designation and professionals who are interested in making a career change into the financial services industry

Associate Financial Advisors will participate in the firm's Apprenticeship Program. Associate Financial Advisors will work with Senior Advisors on a rotational basis to learn how to combine a passion for exceptional client service with their ability to counsel clients on all aspects of financial planning and wealth management, and their ability to complete "special projects", to meet the unique needs of our clients. In addition, Associate Financial Advisors will learn how to work strategically and proactively with our Relationship Development Team to support the firm's business development activities, as well as learning techniques to develop business, which will allow them to build their own book of business.

This is an exciting time to join our firm as we continue to grow. You will have the opportunity to join a client service team of highly trained and experienced CFP® designed advisors and associates in training. As part of our growth, we plan to add several more advisors and associates to our client service teams in our headquarters located in Big Flats, NY, as well as in our Rhinebeck, NY Office.

We are also considering expansion opportunities, which may include opening branch offices in new locations. If you are interested in joining our firm, but you are unable to relocate to one of the firm's existing locations, we may be able to create an opportunity for you based on where you currently live and/or where you plan to move to next.

The training and development process is designed to teach the Associate Financial Advisor how to perform the following duties:

- **Financial Manager and Advisor** - developing highly trusted and long-term relationships with our clients.
- **Financial Management Services** - administer the firm's comprehensive financial management services.
- **Customized Analysis** - for all areas of financial planning, such as cash flow, financial statements, retirement plans, survivorship, estates, wills, trusts, power of attorney, and health care proxies.
- **Tax Services** - prepare and review personal income tax returns; develop tax planning strategies.
- **Consultation and Assistance** - with other areas, such as benefits, stock options, real estate, career/business planning, financial negotiations, medical and custodial care planning,

education financing, annual gifting, mortgage/insurance shopping, change of life circumstances, and other special needs.
- **Financial Planning** - develop plans and implementation strategies to support the financial goals and objectives of the client.
- **Counsel and Advise** - clients regarding their financial goals and objectives, portfolio structure, and the performance of their investments.
- **Business Development** – work strategically and proactively with the Relationship Development Team to support the firm's business development activities.

Qualifications:

- Excellent academic record; four-year college degree required; graduate or advanced degree preferred
- A minimum of 1-5 years of applicable professional experience, preferably in banking, law, insurance, business development, marketing, consulting, or finance; we also welcome individuals wishing to make a mid-career change.
- We also will consider students who have graduated from a CFP accredited finance program, and/or from a finance program that requires the completion of an academic curriculum aligned with the firm's comprehensive financial management services.
- Strong interest in financial planning and wealth management required; must be willing and able to successfully complete the Certified Financial Planner® certification. A strong preference will be given to a candidate that is currently a Certified Financial Planner®.
- Excellent interpersonal and communication skills
- Proven track record as a self-starter, with high levels of intensity and motivation
- Demonstrated passion for providing exceptional client service

Job Description:

To view the full job description go to https://jgua.com/associatefinancialadvisor

About Us:

John G. Ullman & Associates is a wealth management firm committed to bringing human connection, attention to detail and trust to every aspect of financial planning. For over 40 years, we have helped clients plan for a lifetime of financial security, creating highly customized financial plans to manage, grow, and protect our client's wealth. Our team has grown to include a diverse group of expert financial planners, tax professionals, investment researchers, legal professionals and support staff in three separate New York State Locations; including our headquarters located in Big Flats, NY; and branch offices located in Corning, NY and Rhinebeck, NY.

To Apply:

If you are interested in applying, please e-mail a letter of interest and resume to the Human Resources Department at HR@jgua.com . Please indicate you are applying for the Certified Financial Planner® position and use reference code JGUA-Assoc.