



## Financial Advisor

### THE OPPORTUNITY:

We're looking for a dynamic and self-motivated **financial services representative** to join our growing team. You will prospect and generate leads through networking and referrals, build long-term relationships, and provide inclusive financial solutions for clients. In this position, you'll have the opportunity to walk your clients through the most important financial challenges and triumphs of their lives. That means working alongside experienced and talented advisors, making connections and building your professional network, and working in an environment designed to help you grow your practice.

### ABOUT US:

The Piedmont Group is a financial services firm and a general agency of Massachusetts Mutual Life Insurance Company (MassMutual). Through comprehensive financial planning, we help our clients tackle the issues that matter, supporting them through some of the most important decisions of their lives. We set ourselves apart from other firms by focusing on the individual, building a foundation that can allow our clients to take control of their own financial lives.

That same foundation can be found in our company culture. Our financial professionals and staff are always working to create an inclusive environment that represents our core values: growth, family, teamwork, and happiness.

We are a young and agile firm that is always looking for new ways to amaze our clients and grow our network of talent. We're lifelong learners that take pride in our commitment to training and education, and we work tirelessly to help our financial professionals explore their limitless potential.

### YOUR SKILLSET:

- You are disciplined and self-motivated
- You have strong interpersonal and customer service skills
- You have an entrepreneurial and go-getter mindset
- You're willing to go the extra mile for your clients
- You have presentational and organizational skills
- You have a BA, BS, or relevant work experience

We believe in nurturing the success of our recruits right from the start. **Within the first six months, you'll:**

- Set goals and determine your path as a financial professional
- Learn the ins-and-outs of prospecting and reaching out to clients



- Define your target markets and learn how to brand your business
- Learn the fundamentals of fact-finding and gathering client information
- Gain an understanding of MassMutual products and services
- Develop and refine your interpersonal and soft skills
- Learn how to leverage technology to build your business
- Network and connect with experienced professionals

### **Compensation:**

We provide an Incentive based compensation structure starting at \$43,000. In addition to mission and bonuses, we have an attractive commission schedule. Compensation is performance-driven, an earning potential that is virtually unlimited, tied to only time and effort invested. Plus potential opportunities for multiple streams of income. You'll also have access to a **competitive benefits package, including medical and dental, life and disability insurance, and thrift and pension plans.\***

### **WHY WORK HERE?**

**You want to go beyond the ordinary, make a real difference, and work in an environment that is inclusive, fun, and supportive. You want to grow - and we want to help.**

\* Eligibility applies only to those independently contracted Financial Services Professionals who hold a full-time career contract (X4X) with MassMutual. Eligibility for subsidized benefits and before-tax coverage is based on meeting certain contract requirements. All benefit plan provisions are subject to modification or termination. Financial Services Professionals are independent contractors and are not employees of MassMutual, its subsidiaries, or of General Agents with whom they contract.

Local firms are sales offices of Massachusetts Mutual Life Insurance Company (MassMutual), and are not subsidiaries of MassMutual or its affiliated companies. Securities and investment advisory services offered through qualified registered representatives of MML Investors Services, LLC. Member SIPC. ([www.sipc.org](http://www.sipc.org)) 1050 Crown Pointe Pkwy Atlanta, GA 30342, (770-551-3400).

To apply: please contact

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