



Career Services Network Job Posting

Date Posted: August 25, 2010

Name of Company:



Company Description

The Centennial Group is a full service financial services firm serving the greater mid-Michigan area since 1967 and the greater Indianapolis area since 2008. The Centennial Group is independently owned and operated offering financial planning, insurance, investments, and employee benefit services through a unique specialist approach. Our advisors have access to specialists in each of these areas. This unique specialist approach allows the advisors to focus on those activities which serve to build their practice yet have all the knowledge and expertise to provide the highest level of financial advice to their clients.

At The Centennial Group, our strategy is very unique. We help our advisors focus their practice on a finite number of clients allowing them to build a client base in a market niche. This strategy allows the advisors to build meaningful relationships with their clients as well as create a strong referral based business environment. Having a finite number of clients focused in a market niche allows advisors to spend more of their time working with each of their clients to help them reach their financial goals and objectives. Our client interaction process is client focused and values based. ‘

Career Description

As an advisor your goal is to develop your practice by building an active client base. We will help you successfully transition into the career by connecting and engaging you with people within your natural market. Our long term focus is to help you successfully move your practice to a market niche focusing on a finite number of clients. You will work with your clients to assess their financial needs through a values based process, develop strategies for them to achieve their financial goals, and then implement those recommendations by offering the appropriate financial products. The Centennial Group has an infrastructure of specialists to help you in each level of these client activities.

What skills and knowledge will you need for this career?

- Effective communication and presentation skills.
- Strong interpersonal skills to establish and maintain long-term client relationships.
- Leadership skills and the ability to motivate clients.
- Analytical skills to evaluate client needs and make appropriate recommendations.
- Effective time management and organization skills (*good multi-tasking*).
- Ability to work both independently and within a team

- Bachelor degree (or higher)

Compensation

For years one through three, compensation is a combination of financing money, commissions and bonuses. Upon completion of the three year career development program, compensation is commission / bonus based.

Training and Development

We offer a comprehensive three year career development program to help individuals make a successful transition into the career.

How will you spend your time in this position?

- 35% Client Acquisition (*marketing and prospecting*).
- 35% Client Meetings.
- 20% Needs analysis/development of client recommendations.
- 10% Administrative.

What skills and knowledge will you need for this career?

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- Analytical skills to evaluate client needs and make appropriate recommendations.
- Effective time management and organization skills (*good multi-tasking*).
- Ability to work both independently and within a team.

Contact Information / Application

Send resume and cover letter to Terri Garner, Recruiting Director, terri.garner@refertcg.com.

The Centennial Group | 511 South Washington Avenue Lansing, MI 48933 | 517.346.7967

Contact Information: Career Services Network
320 S. Main St, Mott 212
Olivet, MI 49076
Phone: 269-749-7698
E-mail: jwilliams@olivetcollege.edu