Kick-Start Guide

Approximate time frames from initial inquiry (Week 1) to approval:

- RIAs with selling agreements: 2-3 weeks
- IARs joining FTA Wealth Managers: 4-6 weeks
- Non-registered: 4-6 weeks after they pass the Series 65 exam.
  - You will not need sponsorship to obtain the Series 65 license.
  - To obtain training materials for the Series 65 go here.

FTA Wealth Advisors

Training & Action Items	
Week 1	• Set training debrief and Licensing conversation for this week with Andy (Next two days) • If you are not registered to sell AUM. You must first get your license, then meet with Andy to get the process started. Go here to purchase your study materials.
Post Approval Week 1	• Review FTA Wealth Advisors Overview • Get set up on TD/Schwab • Meet with Gordon to discuss portfolio make up and investment strategies
Post Approval Week 2	• Learn about Setting up TD/Schwab Account • Review sales training on How to get clients to move to FTA • Meet with Mark Kukielski regarding how to sell AUM to prospects. • Meet with Scott on How to sell AUM, and/or how to have the conversation about transitioning your clients.
Post Approval Week 3	• Learn how to get client reporting • Meet with Mark Herman to review account set up and reporting