

Recruitment Hotsheet – Financial Advisors

Personal financial advisors held 176,000 jobs in 2006. Jobs were spread throughout the country. Much like financial analysts, more than half worked in finance and insurance industries, including jobs at securities and commodity brokerages, banks, insurance carriers and financial investment firms. However, about 30% of personal financial advisors were self-employed, operating small investment advisory firms, usually in urban areas.

EMPLOYMENT TRENDS

Employment of financial advisors is expected to grow by 41% by 2016. This puts financial advisors among the 10 fastest growing occupations. Growing numbers of advisors will be needed to assist the millions of workers expected to retire in the next 10 years. Deregulation of the financial services industry also is expected to continue to spur demand for personal financial advisors in the banking industry. In recent years, banks and insurance companies have been allowed to expand into the securities industry. Many firms are adding investment advice to their services and are expected to increase their hiring of personal financial advisors. Despite strong job growth, steep competition will continue for these well-paid jobs, especially for new entrants.

Top Markets

1. New York-Northern New Jersey-Long Island, NY-NJ
2. Miami-Fort Lauderdale-Miami Beach, FL
3. Los Angeles-Long Beach-Santa Ana, CA
4. San Francisco-Oakland-Fremont, CA
5. Philadelphia-Camden-Wilmington, PA-NJ-DE-MD

Top Programs

[University of Pennsylvania \(Wharton\)](#)

[University of Chicago \(Booth\)](#)

[New York University \(Stern\)](#)

[Massachusetts Institute of Technology \(Sloan\)](#)

Media Spotlight: Blogs

[Barrons](#)

[Financial Advisor Blogs](#)

[FT Advisor Blogs](#)

[IFAWebNews](#)

Online Networks

[Financial Planning Association of Facebook](#)

[FSP eGroups](#)

[IN the Community](#)

[MarketWatch Community](#)

[The Motley Fool](#)

E-Newsletters

[FA News](#)

[Financial Planning E-Newsletters](#)

[Investment Advisor Weekly Dispatch](#)

[Investment News Daily](#)

[NAIFA Connections](#)

Upcoming Events

IARFC Caribbean Cruise Conference, September 6-13, 2009 – Port Canaveral, FL

2009 NAIFA Annual Convention and Career Conference, September 12-16, 2009 – Orlando, FL

NAPFA Midwest Conference, September 21-22, 2009 – Chicago, IL

IMCA Fall Professional Development Conference, October 1-31, 2009 – Atlanta, GA

FPA NexGen 2009, October 9-10, 2009 – Anaheim, CA

FPA Annual Conference & Expo Anaheim, October 10-13, 2009 – Anaheim, CA

APC/LFI Conference (Advanced Planners Conference/Large Firm Initiative), October 28-31, 2009 – Phoenix, AZ

The 12th Annual Financial Advisor Symposium Orlando, November 9-11, 2009 – Orlando, FL

NAPFA Northeast/Mid-Atlantic Conference, November 10-13, 2009 – Orlando, FL