recruiting

I want to take charge of my future

AXA Advisors, LLC

AXA ADVISORS

redefining / standards®

our mission

AXA Advisors' mission is to attract, select, place and promote individuals based on their qualifications — a philosophy that has always been the fabric of our company.

A World of Opportunity

We are AXA Advisors, LLC. Across America, we connect people in communities with financial services and products that help protect the futures they build for themselves and their families.

At AXA Advisors, our financial professionals are the cornerstones of our success, and we work hard to help them grow their businesses by focusing on and supporting these guiding principles:

- To offer some of the most innovative and competitive products in the financial services industry
- To offer a competitive compensation program
- To provide a competitive asset-building and benefits package
- To be a strategic ally to our financial professionals, provide them with the right tools and information for their professional development and to support our clients' needs
- To offer a strong local AXA Advisors organization to foster growth opportunities

AXA Advisors Financial Professionals are the cornerstones of our success

In our business, success comes most often to those with an innate concern for people, an unwavering commitment to their own professional growth and to helping our clients meet their financial goals. Because we understand that our financial professionals are instrumental in continuing AXA Advisors' strong heritage of achievement, we provide a success-oriented environment and recognize outstanding performance.

how to become a financial professional

What Do You Look For in a Career?

- Ongoing professional development and personal satisfaction
- Financial rewards and recognition
- Fulfilling long-term relationships
- Flexibility and innovation
- "Entrepreneurship"

What Should You Look For in a Financial Services Company?

- Financial strength and a vast array of financial resources and products to serve the needs of your clients
- A business built on a solid foundation of relationships
- Commitment to providing a total support and reward system that helps you develop your entrepreneurial talents to grow a thriving practice
- Dedication to helping you give back and improve the quality of life in your community

At AXA Advisors, financial professionals approach business with a higher purpose — to enrich their communities by helping individuals and businesses develop customized investment, risk management and financial strategies.

The Ideal Candidate

We seek talented people to grow with us, people who possess special attributes that afford them the opportunity to earn the respect and prestige of an AXA Advisors financial professional. The ideal individual will have:

- Achievement-driven goals
- A desire to help others
- A team-oriented focus
- Motivation to learn
- High integrity and professionalism
- Effective communication skills

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The Time Is Now

- Financial Advisors are in high demand to meet the growing number of aging Americans who are retiring.[1]
- Out of the top six fastest-growing careers taking over the U.S., the Personal Financial Advisor position is ranked #1 with a projected job growth rate of 32% from 2010–2020.[2]
- By 2020, the population of Americans ages 55 to 64 will have grown an unprecedented 73 percent since 2000.[3]
- In a retirement study, respondents considered the following to be major financial concerns:[4]
  - **54%** Social Security will run out.
  - **53%** Social Security won't be enough to live on.
  - **42%** I'll have medical expenses I can't afford.
  - **42%** I won't have enough money to do the things I'm going to want to do when I retire.
  - **41%** My investments won't generate enough money to cover living expenses.
  - **40%** I'll have to work to pay my living expenses.
  - **38%** I'll outlive the money I've saved for retirement.

The Place Is AXA Advisors

If you're driven by a long-term vision of success and want the best of both worlds—the spirit of an "entrepreneur" and the strength of a corporation—becoming a financial professional with AXA Advisors, LLC just might be the best and most exciting next step you could take in your professional life.

1 Says Kristi Merritt, a career search coach at Claim It, a career consulting company.
2 Projected job growth rates from the U.S. Department of Labor's Occupational Outlook Handbook, 2012-2013 edition.
3 Source: http://www.huffingtonpost.com/2012/04/02/aging-in-america-baby-boomers-arianna-huffington_n_1397686.html.
4 Source: https://about.scottrade.com/documents/pdf/2012_American_Retirement_Study.pdf.

onboarding program

At AXA Advisors, we are committed to providing comprehensive training and development programs to assist new financial professionals in building their businesses effectively and efficiently from the very outset. Our candidate training curriculum is designed to provide the skills and tools to succeed, regardless of prior professional or educational background.

Our experts have created an integrated training strategy that combines instructor-led programs, eLearning courses, field training and mentoring. As part of our overall commitment to your initial success, you will participate in a phased onboarding program.

Licensing & Registration

Before you may execute a Preliminary Employment Agreement and become authorized to offer products, services and advice to clients, you must obtain the FINRA Series 7 registration and a Life, Accident and Health Insurance license. AXA Advisors will sponsor your pursuit of the required FINRA registrations.

Training — Phase 1

Once you've obtained the necessary licenses and registration, you will execute a Preliminary Employment Agreement and begin your salaried training phase. You will be provided with time to study for the FINRA Series 63 exam. Our comprehensive training and onboarding program will supply you with valuable information designed to help you jump-start your career. In addition to your training salary, you will be eligible to receive commissions on approved business written during your training period, provided that you are duly registered, licensed, appointed, and approved to offer that product. Best of all, you will have the support of your manager as you navigate through your learning curriculum.

key training topics that are covered include:

- Product knowledge
- Operations
- Technology
- Compliance
- Prospecting

Selling — Phase 2

Now you're ready to get started! Once the required initial training courses are successfully completed, you will move to a dedicated selling phase in which your manager will work with you to help develop your sales and prospecting skills, incorporating mentoring, role-playing and hands-on experience. During this phase of the Preliminary Employment Program, you will begin to build your practice through marketing and sales visits with clients and prospects.

Contracting

Once the required training and selling phases of the program have been completed, you are eligible to become a financial professional with AXA Advisors. Joining AXA Advisors with the licenses, registrations, and skills necessary will help you become a knowledgeable first-in-class financial professional.

empowering you to be successful

As a member of the AXA Advisors family, you will have the support of a team of professionals, providing an unparalleled level of service to help you grow your business. In addition, you will have access to a vast array of resources, tools and programs that will equip you with a level of confidence to help people, families and communities make smart financial decisions while you build long-term client relationships.

New Financial Professional Compensation Programs

Our three-year financing programs allow a new financial professional several opportunities to succeed.

- Full Commission + Bonus Opportunities
- Base Pay + Reduced Commission

We also have formal mentorship and firm-building programs to further support new financial professionals as they embark upon their new careers.

Supporting Success

We offer an open architecture of products and services, along with a robust broker/dealer to support our financial professionals. Our financial professionals have access to both proprietary life insurance and annuity products, as well as access to non-proprietary products through our general agent, AXA Network, LLC.

AXA Advisors, LLC has partnered with Linsco Private Ledger (LPL) to provide clearing firm responsibilities in addition to handling our back office processing. LPL Financial is a well-respected independent broker/dealer and has a state-of-the-art web-based technology platform to access clients' accounts 24 hours a day. LPL Financial has long been recognized as a leader in fee-based asset management, and offers one of the industry's broadest, non-proprietary fee-based investment platforms. The advisory programs provide both choice and objectivity for financial professionals and our clients.

As part of the AXA Family, our financial professionals have a supporting team of professionals to assist and service the financial professionals and our clients. The financial professional has access to resources, tools, and advanced learning, in addition to professional development programs.

Professional Development

Joining AXA Advisors can put you on a path that can open many doors to your professional success. As you learn more about our products and services, develop your client base and enhance your skills and talent, you may have the potential for advancement in the organization. You may continue to grow your practice as a generalist or specialist, or with your leadership and entrepreneurial talents, you may have the opportunity to move toward a management position.

Professional Designations

AXA Advisors offers a Tuition Refund Program for professional designations recognized and respected by clients and other professionals in the industry.

- CERTIFIED FINANCIAL PLANNER™ (CFP®)[5]
- Chartered Life Underwriter (CLU)[6]
- Chartered Financial Consultant (ChFC)[7]
- Master of Science in Financial Services (MSFS)

Inclusive and Diverse Company Culture

AXA Advisors' culture is based on its rich heritage, colleague interaction and a strong tie between the sales force and headquarters. As part of a dynamic organization, financial professionals have access to divisional and branch education meetings and events, as well as opportunities to participate in sales campaigns, earn recognition, and attend national conferences. Colleague interaction affords opportunities for idea sharing, study groups and joint work in an environment that supports diversity and collaboration.

Technology

Utilizing the latest web-based and Client Relationship Management (CRM) platforms, AXA Advisors provides integrated and flexible technology solutions to sustain the "anytime/anywhere" efficiency of our retail distribution network, practice management and enhanced client support and services. Our state-of-the-art software applications help shorten the sales cycle and expedite the product implementation process by facilitating an analysis of a client's needs.

5 CERTIFIED FINANCIAL PLANNER™ and CFP® are certification marks owned by the Certified Financial Planner Board of Standards, Inc., which it awards to individuals who successfully complete initial and ongoing certification requirements.
6 Chartered Life Underwriter is a professional designation of the American College.
7 Chartered Financial Consultant is a professional designation of the American College.

about AXA

About AXA Group[8]

Choosing a company to help you continue your success is a big decision. With so many companies to choose from, you want to make sure you've aligned yourself with an organization that is well respected among its peers and that has a history of success and global presence and power.

AXA Advisors, LLC, an affiliate of AXA Equitable Life Insurance Company (New York, NY), is part of the global AXA Group — a worldwide leader in financial protection and wealth management, offering products and services in its core business lines of life insurance, asset management, and property and casualty insurance.

AXA Group Ranks:

AXA is ranked among the top 100 Best Global Brands and confirmed as a leader in its field for the 7th consecutive year.[9]

AXA Group

- 103 million individual and corporate clients worldwide[10]
- 92.0 billion Euros in Revenue[11]
- Operations in over 59 countries[10]
- More than 161,000 employees and exclusive sales associates around the world[10]

8 "AXA Group" refers to AXA, a French holding company for a group of international insurance and financial services companies, together with its direct and indirect consolidated subsidiaries.
9 Source: Interbrand, Best Global Brands, 2015
10 As of 12/31/14
11 Figure is $121.5 Billion using 12/31/14 closing exchange rate of 1 Euro = $1.322. AXA is based in France, where the official currency is the Euro.

If you're interested in exploring your potential as an AXA Advisors financial professional, please visit our careers page to apply:

https://careers-us.axa.com/

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