ROCKWOOD WEALTH MANAGEMENT

Financial Planning Associate – Rockwood Wealth Management

Rockwood Wealth Management is an established financial advisory firm serving clientele from our main office in New Hope, PA. We are in the family wealth management business focusing on high net worth clients, families, and business owners. Through a planning process built on integrity, expertise, and attention to every last detail, we navigate our clients through every phase of comprehensive financial planning and discretionary investment management. We have been serving this area and regional niche for more than 10 years and have a constantly evolving succession plan in place to ensure that we'll be here 40+ years from now.

This is a unique opportunity unlike most in the financial services industry. First, our firm is completely independent…there is no broker dealer affiliation. Therefore, as fiduciaries our loyalty belongs exclusively to our clients. Second, we offer a competitive compensation structure (salary and bonus) and an equity ownership track for employees who demonstrate hard work and leadership characteristics while supporting the long-term goals of our firm. You will be a member of a collaborative and supportive team of high-performing colleagues all working hard to help us grow a successful and multigenerational business. At Rockwood, you won't be stuck building your own book…all clients are clients of the entire firm; this is not an eat-what-you-kill position…we're not that kind of firm.

We don't trade much, we aren't a product-centric firm and we don't have a sales culture. We focus equally on our clients' comprehensive financial planning deliverables and investment management. The right candidate is going to be equally comfortable generating an ultra-detailed financial plan and engineering and allocating a household portfolio across multiple accounts of different tax types…and then expertly communicating both to the client in a way the client enjoys the process.

If you are an aspiring wealth advisor (not a product salesperson) we encourage you to contact us to determine if you might be the right fit for our firm. All inquiries will be held in strict confidence.

<u>Here is an overview of what you would get to do and the problems you would be challenged to solve if you joined our team:</u>

Client Interaction:

- Establish relationships with our existing and new clients
- Monitor and assist with client meeting scheduling
- Determine agenda items, update financial plan, goal tracking and mind map software linking all client information
- Attend client meetings and take notes for CRM. Develop client meeting summary letters
- Complete follow-up communication and implementation of actions that result from client meetings
- Participate in various aspects of financial plan implementation
- Join associations, groups, community organizations to give back and represent the firm in the area

Financial Planning Contributions:

- Responsibility for ongoing updates to existing financial plans
- Assist in financial plan preparation for new clients

- Interact with various Strategic Alliances to ensure that the outside specialists are taking good care of our clients' needs.
- Engage in ongoing financial planning education. Read industry journals and present your ideas to team, be active in local and national financial planning groups, and attend seminars and conferences

Operational Support:

- Learn and adhere to firm policies and procedures
- Prepare reports and analysis for client service requests and client meetings
- Work on firm-wide projects to improve overall client deliverables and firm efficiency
- Be active in solving technology problems and applying the latest technology to our firm

Qualifications and Character Requirements:

- Sincere commitment to the highest levels of personal integrity
- B.A. or B.S. degree from accredited four-year university
- CFP® designation, or plans to pursue, preferred
- Commitment to the financial planning profession and process
- Must be problem solver who takes initiative and demonstrates ownership of one's work product
- Possess a "no task is beneath my pay grade" attitude
- Show curiosity and confidence when dealing with clients and principals
- Specific experience working with MoneyGuide, Redtail, Tamarac, Fidelity, TD Ameritrade, and Charles Schwab Institutional Custodian Platforms are helpful, but not required

Salary and Benefits Information:

- Base salary commensurate with experience plus incentive bonus plan
- 401k plan with safe harbor matching employer contribution
- Employer sponsored health insurance
- Reimbursement for CFP® Exam fee, if not yet taken
- Annual NAPFA membership
- Education and conference allowance

All inquiries can be confidentially submitted to Careers@RockwoodWealth.com with your CV and cover letter.