

# EDWARD JONES FORCES PROGRAM



The Edward Jones FORCES Program provides certain new Financial Advisors, including those transitioning from military service, a comprehensive training and on-boarding program to help ensure a successful start in a career helping individual investors reach their financial goals. No prior financial services experience is necessary – the program is designed specifically for people who do not have a financial services background but possess the skills and competencies we look for at Edward Jones.

## Eligibility

**The following individuals are eligible for consideration for the FORCES program:**

- ▶ Transitioning military personnel joining Edward Jones within 12 months of separating from military service or those who remain active in the Guard or Reserve.
- ▶ Veterans who have separated more than 12 months prior to joining Edward Jones, but still have GI Bill/OJT benefits available to them.
- ▶ Non-military population – Individuals holding advanced degrees (such as a legal degree, medical degree or those with an MBA) and have less than 3 years of professional work experience.



## FORCES Compensation\*

Compensation for the Edward Jones FORCES Program is designed to help eligible professionals successfully transition to the Financial Advisor career at Edward Jones.

While studying for registration and training, individuals in the FORCES program will receive an hourly rate. As they begin building a business, Edward Jones provides an income guarantee designed to help create growing and stable earnings in the early stages of their career.



\*For those with GI Bill benefits, there may be an opportunity to use them pending state approval of the FORCES Program.



# FORCES PROGRAM

## Compensation Overview

### Registrations – Study for Success

Overview ▶	8 weeks to study for and complete regulatory exams
Hours Expected Per Week ▶	45
Estimated Monthly Income <sup>1</sup> ▶	\$3,325
Estimated Total ▶	\$6,650

### FORCES Training

Overview ▶	1 week of Know Your Customer (60 hrs / week) 8 weeks of FORCES training (50 hrs / week)
Hours Expected Per Week ▶	50/60
Estimated Monthly Income <sup>1</sup> ▶	\$4,070 - \$4,345
Estimated Total ▶	\$9,435

### Field Foundations

Overview ▶	9 weeks
Hours Expected Per Week ▶	60
Estimated Monthly Income <sup>1</sup> ▶	\$5,180
Estimated Total ▶	\$11,655

### Financial Advisor in the Field

Overview ▶	Income guarantee of \$6,000 per month through approximately the first 5¾ months after training; eligible to earn new asset bonuses (estimated at \$500 per month) <sup>2</sup>
Estimated Monthly Income <sup>3</sup> ▶	\$6,000 (income guarantee) plus new asset bonus amounts
Estimated Total ▶	\$37,500

**\$65,240 estimated total first-year compensation**

### Month 13 and Beyond

Overview ▶	Transition to traditional financial advisor compensation structure
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<sup>1</sup>Based on biweekly pay frequency and estimated hours.

<sup>2</sup>Estimate is based on historical production of top 33% of new financial advisors.

<sup>3</sup>Income guarantee is paid monthly and prorated for the first month based on start date after training.

Visit the Edward Jones Careers Site for FORCES professionals:  
[www.edwardjones.com/forces](http://www.edwardjones.com/forces)