Professional Growth Plan Financial Advisors

Annual Agenda

**REVIEW YOUR GOALS & ACCOMPLISHMENTS THIS YEAR**

* The Numbers – Key Business Metrics (KPI)
* Internal Goals & Initiatives (Team, Technology, Operations, Personal Organization)
* External Goals & Initiatives (Client-facing, Prospecting, Strategic Partners)
* What one thing are you particularly proud of accomplishing this year?
* What one thing was particularly challenging this year?

**IDENTIFY YOUR GOALS FOR THE NEXT YEAR**

* The Numbers – Key Business Metrics (KPI)
* Internal Goals & Initiatives (Team, Technology, Operations, Personal Organization)
* External Goals & Initiatives (Client-facing, Prospecting, Strategic Partners)
* Training Goals (Who is earning what designations & credentials?)
* Where and how can we assist you in achieving your goals based on:
  + Basic Client Service & Operations
  + Investment Management
  + Financial Planning
  + Insurance Services
  + Other

**SWOT ANALYSIS – STRENGTHS, WEAKNESSES, OPPORTUNITIES & THREATS**

* How can you leverage key strengths to grow your business?
* How can you overcome identified weaknesses?
* What are the opportunities that will allow you to continue to grow?
* What are some of the threats you need to plan and prepare for?

**ADVISOR AGREEMENT – REVENUE & EXPENSES SHARING**

* Confirm Revenue & Expense Sharing

**OTHER ITEMS FOR DISCUSSION**

**MEETING WRAP UP**