LPL ADVISOR INSTITUTE
EXPANDING YOUR TEAM IS NOW IN REACH

Grow your business with help from LPL Financial and LPL's Advisor Institute

If you are looking to grow your practice, or implement a succession plan, hiring a new advisor may be the solution you need to support your business today—and beyond. Many advisors recognize the value of bringing a new advisor into their organization, but lack the tools to efficiently assess potential candidates—or once hired, the time and resources to train and groom their new advisor for lasting success. That's where LPL Financial and LPL's Advisor Institute come in.

Tools you need to hire right—the first time

You know that having quality people on your team can help your company grow. LPL's Advisor Institute can help—from job descriptions and posting tips, vetting and assessing potential candidates, and onboarding a new advisor—we have the tools and resources to give your hiring process the jumpstart it needs to help you find the top talent with the highest potential to excel.

Trusted, fee-based training programs to expedite the growth of new advisors

No two financial practices are alike. That's why we provide a variety of economical training options that meet new advisors where they are, regardless of their level of experience and time in the industry. And all training is led by seasoned instructors—helping your business get to the next level. Our programs include content from top industry and subject matter experts to support a range of professionals. Below are the programs that LPL's Advisor Institute offers today:

- **Signature** *(independent advisors only)*
  Our most robust training option for independent advisors. In 12 months, a participant will gain the knowledge and skills to embark on a long and rewarding career as an advisor.
- **Licensing**
  In this program, new advisors will gain knowledge to help pass their Securities Industry Essentials (SIE), Series 7 Top-Off (S7TO), and Series 66 (S66) registrations to become fully licensed.
- **Core Skills**
  New advisors, non-licensed personnel, and established advisors can learn industry-leading acquisition methods and proven ways to service clients that lead to repeat business and referrals.
- **Core Skills & Licensing**
  Our combined program which focuses on prospecting and sales skills, plus gaining the knowledge necessary to pass the SIE, S7TO, and S66 exams.
- **CFP® Fast Track**
  Upon successful completion, new advisors will be eligible to sit for the Certified Financial Planner (CFP®) Exam and should have the knowledge necessary to pass it.

Financial Assistance Programs
Programs are available to help reduce the upfront costs of a adding a new advisor *(independent advisors only)*

Take The Next Step: Learn more about the benefits of joining LPL or contact an LPL Financial Recruiter to start a confidential conversation to see how LPL can best serve your business needs.

LPL Financial