At D.A. Davidson, we believe in the strength of advice. The D.A. Davidson Apprentice Financial Advisor Program is our investment in the next generation of outstanding financial professionals at our firm. Our apprentices receive ongoing coaching and mentorship, and have the opportunity to engage and learn from senior financial advisors.

The program is a three-year immersion and educational experience. Training is a combination of classroom learning and hands-on work experience, utilizing the tools and technology necessary to build a rewarding career as a financial professional.

As part of the program, you will earn the FINRA required SIE, Series 7 Top Off, 66, and insurance licenses. You will also be able to select and participate in one professional credential program from our approved list.

**Upon completion of the program, you will be well-prepared to join a financial advisory team serving clients—individuals, families and businesses—by offering straightforward advice, personalized solutions and industry expertise.**

This is an outstanding opportunity if you are:

- Eager to leverage your passion for wealth management to help others
- Driven to build a client-focused business
- Hardworking, honest and possess a high degree of integrity
- Team-oriented, with excellent people skills
- Flexible and open-minded relative to relocation opportunities
- A recent college graduate with a degree in finance or related major; or
- A near-term graduate student with a background in finance or related major; or
- A business professional with some (1-3 years) of financial services or transferable experience
Program Overview

Year One – Planning Resource Center (Spokane, WA)
You will spend the first year of the program working in the Planning Resource Center, a division of D.A. Davidson’s Wealth Planning Group, located in Spokane. During this time you will:

- Study and prepare to pass the FINRA SIE, Series 7 and 66 licensing exams, and insurance exams. Upon completion of the required licensing exams, you may begin studying for the professional credential program of your choice, selected from our approved list.
- Learn wealth planning techniques and strategies, delve into the complexities of financial and estate planning, and become a subject matter expert on the firm’s financial planning software, MoneyGuidePro.
- Attend an intensive training program to learn the skills and techniques required for meaningful client interaction, portfolio construction and investment implementation.

Year Two – Financial Services Representative Team (Seattle, WA)
You will spend the second year of the program as a key member of the Financial Services Representative Team in Seattle. Here you will directly advise and guide clients through investment strategies and proposals, and identify opportunities to help clients achieve their financial goals.

Year Three – D.A. Davidson Branch Office (various locations)
You will spend the third and final year as an apprentice financial advisor in an assigned D.A. Davidson branch. In this role, you will act as a team member with a specified financial advisory team, engaging in daily activities of the practice such as wealth planning, client relationship management, prospecting, and practice management. Your branch assignment will be determined upon a variety of factors, including availability, location, and living arrangements. Best efforts will be made to consider your preferences.

Program Completion
Upon completion of the third year of the program, it is our goal that you formally join a financial advisory team as a valued, long-term team member. If this is not possible, you may be qualified for another role within the firm and will be encouraged to apply for other open positions. Completion of the Apprentice Program does not guarantee a permanent role at D.A. Davidson.

Next Steps
We will begin accepting applications in Fall 2020. We look forward to getting to know you. Our interview process is as follows:

- September/October 2020 – Applications accepted and first round virtual interviews held
- November/December 2020 – Panel interviews in Seattle and final decisions made
- July 1, 2021 – Program begins in Spokane

For more information, contact Jill McEntee, VP of New FA Development and Acquisition, at jmcentee@dadco.com or (206) 389-8000.