

The first few years as a financial professional are spent building a client base. Many women have the ability to achieve flexibility and high earnings in this exciting career.

## Thinking of Making a Career Change?

A financial professional career may be a great option for sales professionals in other industries who are looking for a change. For example, with an existing natural market, the financial industry could be a natural transition for a realtor. Mortgage brokers may also have the qualities we look for in a successful financial professional.

If you are a woman looking to start a new path or change direction in your career — now is a great time to consider becoming a financial professional.

## The Ideal Candidate

We seek talented people to grow and work with us, people who possess special attributes that afford them the opportunity to earn the respect and prestige of an AXA Advisors financial professional. The ideal individual will have:

- Achievement-driven goals
- High professionalism
- A team-oriented focus
- A desire to help others
- Effective communication skills
- Motivation to learn
- A dedicated work ethic
- An “entrepreneurial spirit”

As a member of the AXA Advisors family, you will have access to a vast array of resources, tools and programs that will equip you with a level of confidence to help people, families and communities make smart financial decisions while building long-term relationships. These include:

- Continuous learning, training and professional development
- High earnings potential, comprehensive benefits and wealth accumulation strategies
- Open architecture structure of services and products
- An inclusive and diverse company culture

For More Information,  
Please Visit [axa.com](http://axa.com)

“AXA” is the brand name of AXA Equitable Financial Services, LLC and its family of companies, including AXA Equitable Life Insurance Company and AXA Advisors, LLC. AXA S.A. is a French holding company for a group of international insurance and financial services companies, including AXA Equitable Financial Services, LLC. The obligations of AXA Equitable Life Insurance Company are backed solely by their claims-paying ability.

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G38138  
GE-115474 (6/16) (Exp. 6/18) Cat. #140145 (6/16)

# I want to take charge of my future today



AXA Advisors

## why become a financial professional?

We are a world of people, offering a world of financial protection. We are AXA Advisors, LLC.

Across America, we connect people in communities with financial services and products that help them protect the futures they build for themselves and their families. At AXA Advisors, our financial professionals are the cornerstones of our success and we work hard to help them grow their businesses by focusing on and supporting these guiding principles.

- To offer some of the most innovative and competitive products in the financial services industry.
- To offer one of the most competitive compensation programs in the industry.
- To provide a superior wealth creation and benefits package.
- To be a strategic partner to our financial professionals and provide them with the right tools and information for their professional development and to help support their clients' needs.
- To offer a strong local AXA Advisors organization to foster growth opportunities.

AXA Advisors Is Committed to the Success of Women Financial Professionals. We Promote:

- Work/life balance
- Financial rewards and recognition
- Flexibility and innovation
- Opportunity for paid training
- Tuition refund program for professional designations
- Women's Leadership Council
- Women's study groups
- A department focused on women's initiatives

### About AXA Group

#### Work with a Global Company

AXA Group — a worldwide leader in financial protection and wealth management, offering products and services in its core business lines of life insurance, and property and casualty insurance.

### AXA Group — Global Reach

- Expertise in 64 countries<sup>1</sup>
- \$112 billion in revenue<sup>1</sup>
- 103 million clients<sup>1</sup>
- #1 Global Insurance Brand for the 7th consecutive year.<sup>2</sup>
- 166,000 Employees<sup>1</sup>

*The Wall Street Journal* reported that only 23% of Certified Financial Planners are women. The article also noted that many women prefer to work with female advisors.<sup>3</sup>

Women control 51% of the U.S. personal wealth estimated at \$14 Trillion.<sup>4</sup> This wealth, coupled with a high percentage of women preferring to work with a female financial professional, create virtually unlimited potential for women to be successful in this career.

### Misconceptions

Growth in the recruitment of women is breaking the stereotype of the traditional financial professional.<sup>5</sup> Recruiting and retaining women as well as individuals of diverse backgrounds are essential to our company's success.

Another misconception is that a degree in finance or economics is needed to become a financial professional. An undergraduate degree, good communication skills, and interpersonal skills are all qualities suitable to help you achieve success in the financial industry.

Women tend to educate their clients, listen well and build long-term relationships. Because women are natural networkers and sympathizers, these qualities may be the reason that women prefer to work with a female financial professional vs. male counterparts.<sup>5</sup> This is a great opportunity for a woman to build her clientele.

<sup>1</sup> As of 12/31/2015. Source: AXA Group at a Glance.

<sup>2</sup> According to *Interbrand* magazine. AXA Press Release, October 8, 2015.

<sup>3</sup> *The Wall Street Journal*, "Why There Are So Few Female Financial Advisors," Oct. 29, 2015.

<sup>4</sup> *Business Insider*, "April, 2015.

<sup>5</sup> *The Insured Retirement Institute*, "Women and Financial Advising Careers: Perspectives and Priorities." 2013.