

## THE FACTS

As few as 29% of advisers have a succession plan in place or are ready for implementation.<sup>1</sup>

Of 315,000 advisers and brokers currently working in the U.S. 12,000–16,000 will retire each year.<sup>2</sup>

Less than 25% of advisers are age 40 and under.<sup>3</sup>

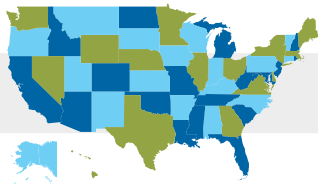
Only 5% of advisers are age 30 and under.<sup>4</sup>

The financial advisory business will need 237,000 new advisers in the next ten years to maintain its current headcount.<sup>4</sup>

Twenty-one-percent of the adviser workforce is over 60 years old and control the majority of the firms assets/most valuable books.<sup>5</sup>

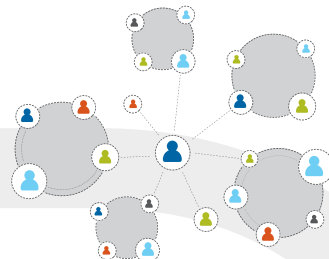
Average age of a financial planner is in the 50s.<sup>6</sup>

## FPA'S SOLUTIONS FOR FILLING THE TALENT GAP



### FPA NEXGEN CHAPTERS

FPA's unparalleled level of nationwide chapters offer opportunities to build connections and relationships through local meetings, educational sessions and activities.



### FPA NEXGEN

A vibrant, active community of young professionals who interact through chapters, events, conferences, social media and virtually through FPA Connect.



### FPA MENTORMATCH

New professionals connect with experienced FPA members to learn best practices and tips from the experts.



### FPA CAREER DAY

Students and new professionals get a first-hand look at financial planning career opportunities.



### JOURNAL OF FINANCIAL PLANNING

FPA's award-winning, peer-reviewed publication, delivers the best in innovative, thought-provoking content, ideas and strategies in financial planning.



### MEMBER DISCOUNTS

FPA membership pays for itself year-after-year through more than 70 practice management product and services discounts, group insurance programs, and professional education resources.



### FPA RESEARCH AND PRACTICE INSTITUTE™

FPA Research and Practice Institute™ is the CFP® professional's One Connection™ to practice and business management research and insights.



### FPA WEBINARS

FPA webinars provide high-quality continuing education and practice management advice, retirement planning, technical knowledge, ethics, insurance and risk management, investment planning and critical thinking.



### SUCCESS

FPA is the home for the next generation of CFP® professionals.

## NOTES

<sup>1</sup> [www.fidelity.com/inside-fidelity/using-an-advisor/fidelity-succession-planning-program](http://www.fidelity.com/inside-fidelity/using-an-advisor/fidelity-succession-planning-program)

<sup>2</sup> [www.fa-mag.com/fa-news/11229-tibergien-old-advisors-driving-young-out-of-the-busienss.html](http://www.fa-mag.com/fa-news/11229-tibergien-old-advisors-driving-young-out-of-the-busienss.html)

<sup>3</sup> [www.fa-mag.com/fa-news/5932-advisory-industry-faces-talent-shortage.html](http://www.fa-mag.com/fa-news/5932-advisory-industry-faces-talent-shortage.html)

<sup>4</sup> [www.fa-mag.com/news/tibergien-old-advisors-driving-young-out-of-the-business-10936.html](http://www.fa-mag.com/news/tibergien-old-advisors-driving-young-out-of-the-business-10936.html)

<sup>5</sup> [www.fa-mag.com/news/tibergien-old-advisors-driving-young-out-of-the-business-10936.html](http://www.fa-mag.com/news/tibergien-old-advisors-driving-young-out-of-the-business-10936.html)

<sup>6</sup> [www.fa-mag.com/fa-news/5932-advisory-industry-faces-talent-shortage.html](http://www.fa-mag.com/fa-news/5932-advisory-industry-faces-talent-shortage.html)