Financial Advisors at Richfield Orion International, Inc.

The role of Advisors at ROI includes:

- Developing a book of business in order to meet and exceed the required performance levels;
- Effectively sourcing prospective clients, capitalizing on referrals, assessing customer needs, referring customers to the
- appropriate service provider, and executing highly customized solutions to meet the customer needs;
- Recommending investment products and services that are suitable for prospects and clients based on their objectives, resources, time horizon, risk profile and preferences;
- Balancing investment growth, referral activities, customer follow up, prospect building, administrative compliance and personal growth and development according to both a day-to-day and longer-term plan;
- Planning and managing resources (time, people, budget) to run a productive practice;
- Seeking the expertise of specialists, where appropriate, to identify planning and investment strategies for a client;
- Establishing and maintaining relationship with the management team and informing management of any circumstances that require supervisory attention/review/approval as per compliance guidelines and policies; and
- Completing mandated training, assessments, performance goals, periodic audits, and continuing education requirements.

Ideal Advisor candidates:

ROI operates on the "independent advisor" model; this means that you run your own business under the indirect supervision of ROI's home office or your own local supervisor.

The opportunity to become a registered representative at ROI is geared for individuals who are ready to make a career transition and follow their passion of becoming a truly independent financial advisor. Successful candidates should have at least three years of full time sales experience in finance or insurance.

A candidate's sales experience should include the successful use of outbound sales techniques to exceed sales goals. Financial acumen gained through work experience is ideal.

Richfield Orion International, Inc., offers:

ROI is one of the few remaining broker/dealers that will approve alternative investment products and Reg D offerings to its clients. For advisors with high net worth and accredited investor clients, you are able to discuss these investments while most other broker/dealers refuse to offer such products.

For OSJ and branch office supervisors receiving overrides, ROI offers payout levels set only by the supervisors' agreements with their reps and the level of production of the supervised group. At the same time, the firm offers some of the lowest fees found in this industry.

High payouts, low fees, combined with the personal service offered by ROI's back office personnel and principals create a near unique situation for financial advisors. Give us call, or shoot us an email.