WELLS FARGO Wealth & Investment Management

More for you, more for your career

How Wells Fargo Advisors can help your practice grow

Why work with us

With Wells Fargo Advisors, you get more. More ways to understand who your client is and what matters to them; more focus on the experience and not the process; more opportunity to expand your practice; more chances to provide clarity and empower your clients.

We approach wealth and investment management from another angle, one that seeks to not simply maximize assets, but rather maximize the impact of those assets, helping clients make the right decisions at the right moments throughout their lives. And they can only do that if their advisors are equipped with the range of options, resources, and experience that we bring. Experience more with Wells Fargo Wealth & Investment Management.

More choice makes your choice clear

Among several different business models we offer, you'll find the one that gives you the level of freedom and flexibility to grow your practice when and how you want to. But no matter which you choose, you'll still have access to the same world-class products and services. And, if at some point your career goals change, you can change with them, without having to go somewhere else.

Your career, your choice:

- Traditional Broker-Dealer: Private Client Group (PCG)
- Located in Wells Fargo Bank Branches: Wealth Brokerage Services (WBS)
- Independent Contract Advisor: FiNET Wells Fargo Advisors Financial Network (WFAFN)
- Independent, Fee-Only Advisor Firms: Registered Investment Advisors (RIA), clearing through Wells Fargo Clearing Service

Growth without the growing pains

There's no more important investment than the one we make in our people, because when they succeed, their clients succeed. So through a variety of development programs, investment in advisor technology platforms, and start-up capital support, you'll have everything you need to grow your career — and your relationships with your clients.

Just some of the growth opportunities available:

- Ongoing investment in advisor technologies
- Competitive compensation, including 401(k)
- Industry-leading Advisor succession program
- Business coaching programs
- Private Wealth Financial Advisor (PWFA) title
- Collaboration with local experts at Wells Fargo
- Capital support for independent advisors
  - Start-up capital
  - M&A opportunities for business owners
  - Business succession support
  - Business valuation services

Help clients do more

Go beyond investment solutions with us by seeing wealth management as a lifelong, end-to-end experience. Why? Because money has meaning. And we don't make it, spend it, save it, invest it, or give it away simply for the sake of doing so. With LifeSync℠, our proprietary advice and planning process, you'll get access to world-class wealth and investment capabilities to help you create a personal path for your client, helping them make informed financial decisions so their money has more meaning. By doing so, you won't just help simplify their lives — you'll help them live the lives they've imagined.

Get access to:

- Banking, lending, and trust services
- Enhanced planning technology
- Wealth planning, family dynamics consulting, and business succession planning
- Centralized investment solutions and research through the Wells Fargo Investment Institute

Visit ***wellsfargoadvisors.com/joinwfadvisors*** *to learn more about becoming an advisor at Wells Fargo Wealth & Investment Management, or to sign up for one of our future Due Diligence meetings.*

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