

The Edward Jones FORCES Program

Military service has helped you build valuable skills and abilities. You're mission-oriented, determined to succeed and committed to service – also the traits of a successful Edward Jones Financial Advisor. Continue to serve in a new way by helping individual investors achieve their financial goals.

The Edward Jones FORCES Program provides certain new Financial Advisors – including those transitioning from military service – a comprehensive training and onboarding program to help ensure a successful start in a career helping individual investors reach their financial goals. No prior financial services experience is necessary: The program is designed specifically for people who do not have a financial services background but possess the skills and competencies we look for at Edward Jones.

The FORCES Program is just one example of how Edward Jones supports veterans to help them succeed in the Financial Advisor role. Currently, there are more than 1,200 men and women with military backgrounds who now proudly serve as Edward Jones Financial Advisors.

FORCES Program Eligibility

The following individuals are eligible for consideration for the FORCES program:

- Transitioning military personnel joining Edward Jones within 12 months of separating from military service or those who remain active in the Guard or Reserve.
- Veterans who have separated more than 12 months prior to joining Edward Jones but still have GI Bill/OJT benefits available to them.
- Non-military population – Individuals holding advanced degrees (such as a legal degree, medical degree or an MBA) and have less than three years of professional work experience.

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Training and Compensation Overview

Compensation for the Edward Jones FORCES Program is designed to help eligible professionals successfully transition to the Financial Advisor career at Edward Jones.

While studying for registration and training, individuals in the FORCES program will receive an hourly rate. As they begin building a business, Edward Jones provides an income guarantee designed to help create growing and stable earnings in the early stages of their career.

Registrations – Study for Success

Overview ▶	8 weeks to study for and complete regulatory exams
Hours Expected per Week ▶	45
Estimated Monthly Income ¹ ▶	\$3,325
Estimated Total ▶	\$6,650

FORCES Training

Overview ▶	1 week of Know Your Customer class that includes time to learn client needs, investments and presentation skills from trainers and visiting Financial Advisors (60 hrs/week) 8 weeks of FORCES training (50 hrs/week)
Hours Expected per Week ▶	50/60
Estimated Monthly Income ¹ ▶	\$4,070–\$4,345
Estimated Total ▶	\$9,435

Field Foundations

Overview ▶	9 weeks that include making contacts with prospective clients, observing Financial Advisor interactions with clients and executing market plans.
Hours Expected per Week ▶	60
Estimated Monthly Income ¹ ▶	\$5,180
Estimated Total ▶	\$11,655

Financial Advisor in the Field

Overview ▶	Income guarantee of \$6,000 per month through approximately the first 5½ months after training; eligible to earn new asset bonuses (estimated at \$500 per month) ²
Estimated Monthly Income ³ ▶	\$6,000 (income guarantee) plus new asset bonus amounts
Estimated Total ▶	\$37,500 (through 5½ months)

\$65,240 estimated total first-year compensation

Month 13 and Beyond

Overview ▶	Transition to traditional Financial Advisor compensation structure
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Visit the Edward Jones Careers Site for military professionals:
www.edwardjones.com/forces

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¹ Based on biweekly pay frequency and estimated hours.

² Estimate is based on historical production of top 33% of new Financial Advisors.

³ Income guarantee is paid monthly and prorated for the first month based on start date after training.

Edward Jones is an equal opportunity employer, committed to developing an inclusive culture. We believe that diverse ideas, opinions and perspectives are essential to building a strong business.