



Leading Advisor Interview Questions Hiring a Financial Advisor

1. Why do you want to be a financial advisor?
2. Are you connected to the community?
3. What is your experience?
4. What are your qualifications? Licenses?
5. How do you stay current on tax and investment laws and regulations?
6. Tell us about yourself.
7. What are your career goals?
8. Where do you want to be in 5 or 10 years?
9. Do you have a network of clients to bring with you to a new position?
10. Inexperienced:
 - a. What is your experience in other fields that demand a similar skill set, such as sales?
11. Experienced:
 - a. What is the average portfolio of your clients?
 - b. What are some of the strategies you would recommend to different types of clients?
 - c. Which specific demographic groups do you target?
 - d. Do you specialize in a particular stock option?
 - e. Tell us about your experience with pre-divorce financial planning?
 - f. What are your preferred wealth management strategies?
 - g. Without compromising any confidentiality, tell me about your success in wealth management for your clients.
 - h. How did you meet your target?
12. What do you think is the most important thing about a sales job?
13. Why do people hate sales people?
14. If I were a client, why should I work with you?
15. Explain ways you would gather up clients.
16. How do you feel about knocking on doors?

17. Are you willing to sell to your family and friends?
18. How do you/would you sell insurance to clients?
19. Are you comfortable meeting with clients in person and talking to them on the phone?
20. Tell me about your ability to establish rapport with prospect clients.
21. How do you respond to confrontational clients?
22. Have you ever sold a product you didn't believe in to a customer?
23. How do you achieve your goals?
24. If you are not meeting the financial goals set by our company, what will you do to change that?
25. Describe a time when you had to help someone make a difficult decision.
26. If we hire you, what do you bring to the organization?
27. What would you do if you had 10 million dollars?
28. What is your availability to work extended hours?
29. What are your salary expectations?
30. Tell me a situation where you think outside of the box.
31. Why us?
32. Why should we hire you?

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