

NexGen Corner – Alexandria Cole

When did you take your CFP?

My name is Alexandria Cole, the NexGen Director for the FPA of Northern California. I am dedicating this quarter's newsletter to all the CFP candidates taking their exam in 30 days. (PS that's me too!!)

I ask when did you take your exam because I recently had a discussion with other CFPs about what the going pass rate is these days and it made them ponder what the past rate was when they took the exam.

To give some context, for this past July 2017, the pass rate was 64.4%.

Check your year below at the CFP Board's website:

<https://www.cfp.net/news-events/research-facts-figures/cfp-examination-statistics#Historical>

They have a lot of interesting statistics on demographics of who's taking the CFP and gives some current information on how the CFP is stacking up today for NexGen who are entering the profession for 2017.

As I started my journey into "Study Mode", the best way to get ready for the CFP exam was to set my environment up for success. That's right, I have everyone taking the test with me in November, whether that's my study group quizzing me, my mentors testing me or just my job understanding my stress level during this time. Everyone has to be on board if you plan to have the NexGen in your office succeed.

Make sure to stay current with your CFP profile & meet all deadlines. To all my FPA members, if you have NexGen in your office or you're taking the test and haven't paid for your exam yet, make sure to use your FPA discount with the CFP Board and get \$200 off on the exam.... (That's right, FPA members get \$200 off the exam!) This is a great opportunity.

In conclusion for this fall newsletter, make sure to read the September issue of your Journal of Financial Planning to learn more about serving millennial clients and NexGen acquisition success within the office. The September issue is dedicated to highlighting NexGen topics and authors.

Wanting more? Check out a great podcast "You're a financial planner; Now what?" by the awesome Hannah Moore- episode: FPA Journal in the Round: the Next Generation of Planners Shifting the Paradigm. Hear from the authors and topics from the September issue. (Link below)

<https://itunes.apple.com/us/podcast/youre-a-financial-planner-now-what/id1076678895?mt=2&i=1000392740128>

Good luck to all CFP candidates for November...

P.S. Did you know World Financial Planning Day was October 4th!!

Check CFP board out for more information...

<https://www.cfp.net/news-events/calendar-of-events/event-details/2017/10/04/default-calendar/world-financial-planning-day>