Career Development

We are now headed into quarter 4 which means we as financial professionals begin to start strategic planning for 2019. It's really crazy to think about how 2018 has already come and gone. While you're starting to plan for 2019 make sure to plan out your career development time.

Quick tips for 2019 planning:

1. Add all local and regional Financial Planning Association meetings to your calendar for ease of calendar planning.
2. Budget out your conference time and expenses. Start planning out what conferences will best suit you for your business. Make sure to check out Michael Kitces 2019 Best conference list to help with comparisons. (Several of the best conferences are right here in California next year.)

https://www.kitces.com/blog/2019-best-conferences-for-top-financial-advisors-to-choose-from/

3. Make sure to review all financial magazine subscriptions to confirm renewal or to upgrade to new upcoming literature for the year.
4. Look into free options for career development, one of the best ways to receive current and free content is to listen to financial planning/career development PODCAST!

   Check out:
   1. You're a financial planner, Now What? By: Hannah Moore
   2. Planet Money By: NPR
   3. Financial Advisor Success Podcast By: Michael Kitces
   4. Freakonomics Radio By: Dubner Productions

   *There are so many more podcast but each one puts out amazing content either monthly, weekly, and sometimes daily from lots of respectable members of the financial planning community. Find a new podcast to listen to for 2019.

Career Development is so important to our success and the Financial Planning Associations roll is to help support us. As a member we receive a lot of benefits, please make sure to check out the **<u>Coaches Corner</u>** on the Onefpa.org website to find out more ways to support your business.

FPA FINANCIAL PLANNING ASSOCIATION

The FPA Coaches Corner

Powering the **business** of financial planning.

Financial planners endeavor to master the necessary skills required for the *practice* of financial planning that helps them serve the needs of their clients. But planners also need the information and skills necessary to master the *business* of financial planning so they can reach new levels of productivity, profitability and success. FPA is proud to have strategic partnerships in place with some of the best and brightest thought leaders in the business of financial planning, which we are bringing to our members right here in the FPA Coaches Corner.

The FPA Coaches Corner is your one-stop-shop for content, tools and resources from some of the most recognized business coaches in the profession. Each of our hand-picked coaches is providing their thought leadership to you so you can take the necessary steps to realize your personal vision of success in your business. Explore the resources our coaches are providing and come back often as new content will be added!

The Financial Planner's Mindset	**Messaging and Marketing Strategies**	**Team Development**	**Business Growth Strategies**	**Cybersecurity**	**Compliance**
Stephanie Bogan of *Educe, Inc.*	Susan Kornegay and Adam Kornegay of *Pathfinder Strategic Solutions*	Krista Sheets and Sarah Dale of *Performance Insights*	Mike Byrnes of *Byrnes Consulting*	Brian Edelman of *FCI*	Todd Sakoda and John Carr of *The Consortium*