When it comes to true independence or total support, you don’t have to choose one or the other. Our Independent Employee model provides you with both.
THIS IS MORE THAN INDEPENDENCE.
AND MORE THAN FULL SUPPORT.

THIS IS
THE BEST OF
BOTH WORLDS.

Who says you can’t have it all? Not us. In fact, we say precisely the opposite, because we think giving you everything you need to build a business that’s yours alone is the least we can do. So, we developed an affiliation model that helps us do two very important things on behalf of your business – give you full access to everything Raymond James has to offer and the freedom to use it all as you see fit.

Raymond James Advisor Select was created for advisors exactly like you – those who value independence yet seek the benefits of working with an industry-leading, full-service broker/dealer. We’ve successfully blended the worlds of the independent advisor and the employee advisor by giving you the best of both. Advisor Select gives you the freedom to run your own branch while remaining a Raymond James employee and leveraging our resources to handle many of the administrative tasks of operating your own office, leaving you to focus on what matters most – taking care of your clients and growing your business.

As an independent employee, you’ll have more than freedom and more than full support. You and your business will have our complete respect. Because above all else, we believe your practice is just that – yours.
Control. As a financial advisor in a traditional employee environment, you may feel you have very little of it. But while gaining full control of your practice by going independent is compelling, the administrative challenges of running your own business and other uncertainties may keep you from making the move.

In our ongoing efforts to provide advisors with the customized support they need to build and maintain thriving practices, Raymond James created Advisor Select in 2003. With this option, you'll have the best of both worlds: the freedom and control that come with independence and the outstanding support and benefits of being an employee of a full-service firm.

And at Raymond James, when we say full service, we don't just talk the talk. We put our commitment and resources to work to show you the Raymond James difference. Since our founding, we've focused on people, not products. We treat advisors as our clients and respect their relationships with their clients. And we're committed to providing the extensive resources you'd expect from a New York Stock Exchange-member firm, and the personal attention you'd expect from an independent broker/dealer. In fact, we boast a support-associate-to-financial-advisor ratio that surpasses most of our competitors.

Our commitment to advisors like you is the foundation of our business. It's a primary reason we have one of the highest advisor retention rates in the industry – further proof that we keep the promises we make.

If you're looking for a firm that understands you are its most important asset, look no further. Take some time to learn more about Advisor Select. I look forward to helping you gain the control you want and the full service you need from a firm truly dedicated to your success.

Tash Elwyn
President, Private Client Group
Raymond James & Associates


INDEPENDENT EMPLOYEE

Advisor Select was developed for a certain kind of advisor ... one who thinks independently, but prefers the administrative support and capabilities of a larger full-service firm ... one who prizes freedom, but wants the strength of a well-respected firm to back it up – one who’s a lot like you. You’re experienced, you’re successful and you’re ready to take control. But you aren’t willing to relinquish all the advantages of being an employee. It’s structured to expand your influence and responsibilities without limiting our support.

HERE’S WHAT YOU CAN EXPECT AS AN INDEPENDENT EMPLOYEE:

Qualifications
To be considered for Advisor Select, prerequisites include a minimum of three years’ experience, $1,000,000 in annual branch production and the new branch must be anchored by a core producer minimum of $750,000.

Straightforward payout
We strive to keep our payout structure competitive and consistent, so you can expect complete clarity when it comes to how you’re compensated. Your payout is based on your business mix and production. Additionally, your branch incurs no ticket charges.

P&L control
As a Branch Director, you manage the operating expenses of your branch and have full control over your P&L. Want to purchase a tablet computer for each member of your staff to improve productivity away from the office? Or provide year-end bonuses ahead of the holidays? Go ahead – it’s your decision.

Branch location
You know what your practice needs to be successful, so you choose your branch’s location as well as the look, feel and character of your office. You can also call on us for facilities assistance including help with locating office space, negotiating attractive lease terms, and overseeing construction administration, design and space planning.

Personnel and staffing
You determine the staff you need, while benefiting from the expertise of our Human Resources department for all personnel issues, including hiring, training and ongoing support of branch associates.

Resources and administrative support
What’s ours is yours – you’ll have the ability to leverage any of our support areas, including Marketing, Purchasing, Office Services, IT, HR, Legal and Financial Reporting. Our team is yours as well – you run your practice and serve your clients, and we’ll handle most major administrative tasks that would be your responsibility if you chose to go fully independent. We provide payroll support, so you don’t have to worry about issuing employee paychecks or calculating withholdings such as payroll taxes or benefits, and our Accounts Payable team will even pay bills on your behalf.

Benefits
As an employee of Raymond James, you’ll have it all – competitive payout, quality life and health insurance, and generous employee stock ownership, profit sharing and incentive stock option plans.

RAYMOND JAMES IS AT YOUR SERVICE.
We never forget that you are our client. In addition to a comprehensive platform, competitive payout and the full resources of a respected international firm, we give you the most important thing we can – exhaustive, responsive support.

YOUR FREEDOM OF CHOICE
In addition to respecting your abilities as a professional and your relationships with your clients, Raymond James respects your right to grow. In fact, we’ve planned for it. Through AdvisorChoice, a flexible, innovative affiliation platform, we offer you several distinct ways to affiliate with our firm. And our independent employee business model is just one of five, including traditional employee, independent contractor, independent RIA, and bank and credit union. So, if you ever find yourself considering another model for your practice, you have the option of choosing a new way of doing things right here at Raymond James.

YOUR TRANSITION TEAM
We’ll prove how different we are right away. As soon as you make the decision to join, you’ll be introduced to a trained, responsive transition team to support you at every step. You’ll work closely with two expert transition and technology consultants as well as specialists in registrations, operations, marketing, compliance and advisory services. Our transition management team also acts as a liaison between you and the home office, making your move as effortless as possible. Right from the start, you’ll know that Raymond James puts your needs first.

At Raymond James, our goal isn’t to be the firm for everyone – it’s to be the right firm for advisors like you.

When you’re ready to exercise true control, we’re here to support you at every step.
YOU ARE A FINANCIAL ADVISOR.
AND THAT TITLE AFFORDS
YOU CERTAIN UNALIENABLE RIGHTS.

This is a truth we’ve always understood at Raymond James.
To us, you’re never simply an employee — you are a professional. You’ve earned an education. You’ve built a career. And you’ve proven yourself more than capable of deciding what’s best for your business and your clients. It should go without saying, but we want to be perfectly clear: You have rights, and we’ve committed them to paper.

FINANCIAL ADVISOR BILL OF RIGHTS

You own your client base, including the right to sell it.

You develop and operate your practice with our assistance, not constraints.

You’re free to work with any retail client, while respecting existing Raymond James advisor-client relationships.

You have access to world-class resources within a regional firm environment that puts the focus on you.

You can count on our financial strength to support your business, even when the marketplace is challenging.

You benefit from the stability of our firm, a public company traded on the New York Stock Exchange.

You are never influenced to do anything that’s not in your clients’ best interests — no sales quotas, account size restrictions, product pushes or ticket charges designed to influence your decisions.

You’re entitled to enthusiastic support from associates throughout the Raymond James family.

You will be fairly compensated, and can expect a consistent pay schedule without haircuts on insurance and annuities or holdbacks on dealer allowances.

*CERTAIN QUALIFICATIONS APPLY.*
In 1962, our founder Bob James decided to do things a little differently, pioneering financial planning for the individual investor and championing the role of the empowered financial advisor.

And today, our commitment to both of these principles is as strong as it’s ever been. We think you are the only person qualified to determine the best course of action for your business. We think you know best when it comes to creating investment plans that will meet your clients’ financial goals. And we know this isn’t just a job move to you, it’s your future – this is your future with our firm.

We are a different kind of firm – the right kind of firm for you.