



**20** YEARS  
ASSOCIATION OF AFRICAN AMERICAN  
FINANCIAL ADVISORS  
SHAPING THE FUTURE

# FINANCIAL PROFESSIONAL DEVELOPMENT PROGRAM

## 2022 OVERVIEW



CAPITAL GROUP® | AMERICAN FUNDS

**PRACTICE**  
MANAGEMENT CONSULTANTS, LLC

## FINANCIAL PROFESSIONAL DEVELOPMENT PROGRAM 2022 SUMMARY

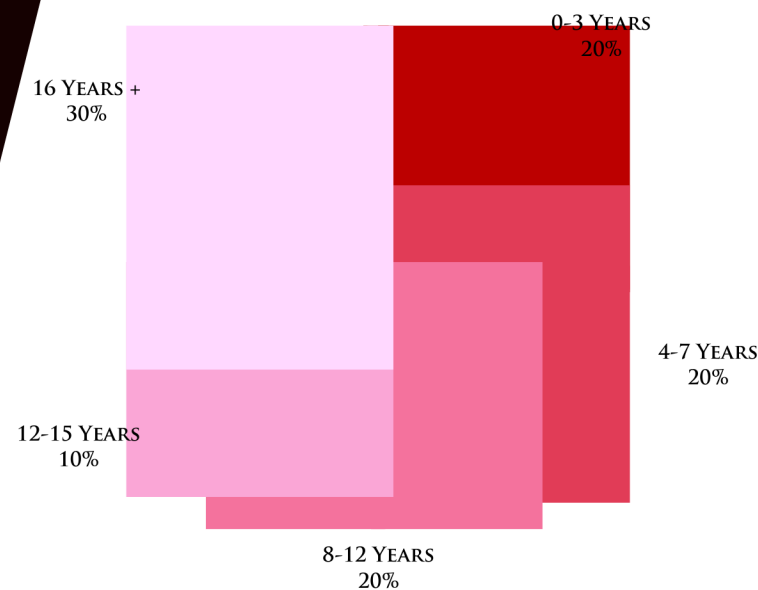
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Participants in the 2022 FPDP sponsored by Capital Group & PMC-LLC have provided positive feedback on the program's mentoring component, finding it beneficial for their career and personal growth. However, some participants have offered suggestions for improvement including case studies with real or artificial data and client acquisition strategies. Despite these concerns, participants generally recommend the program to others.

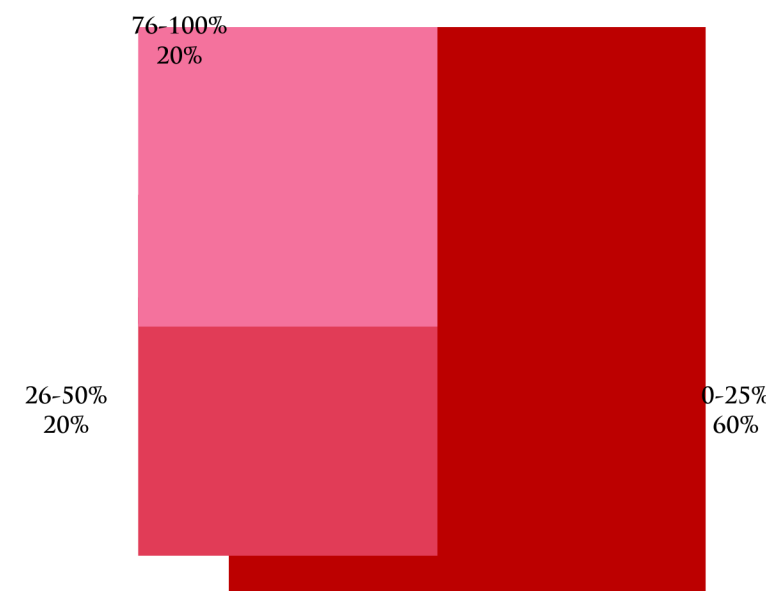
# FPPD PARTICIPANT SURVEY

AAAA took a survey of the financial professionals in the AAAA | Capital Group Financial Professional Development Program, which asked about their experience, licenses, location, clients, and revenue. The survey also asked about their mentoring needs and the areas they would like to focus on. Respondents have different levels of experience and varying percentages of clients with different products and services. All respondents expressed a need for mentoring, with focus areas including prospecting strategies, selling, planning, and practice management.

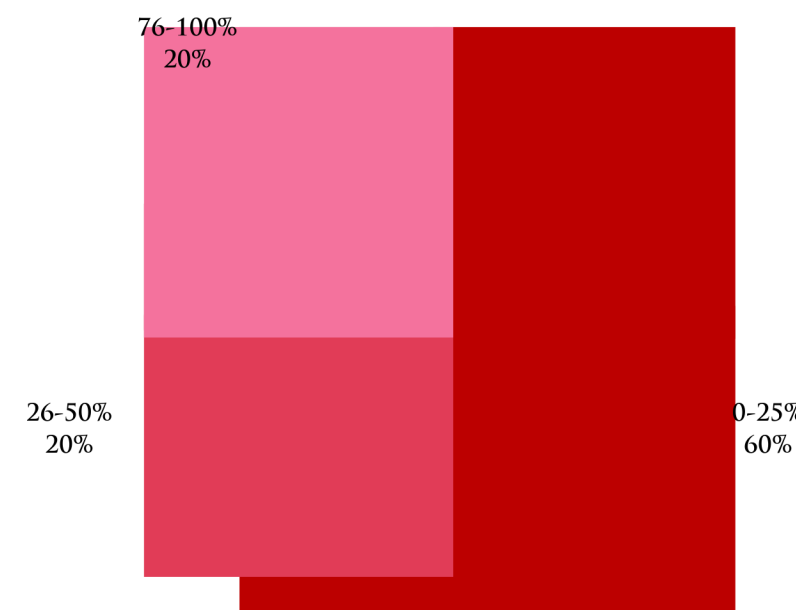
LENGTH IN INDUSTRY



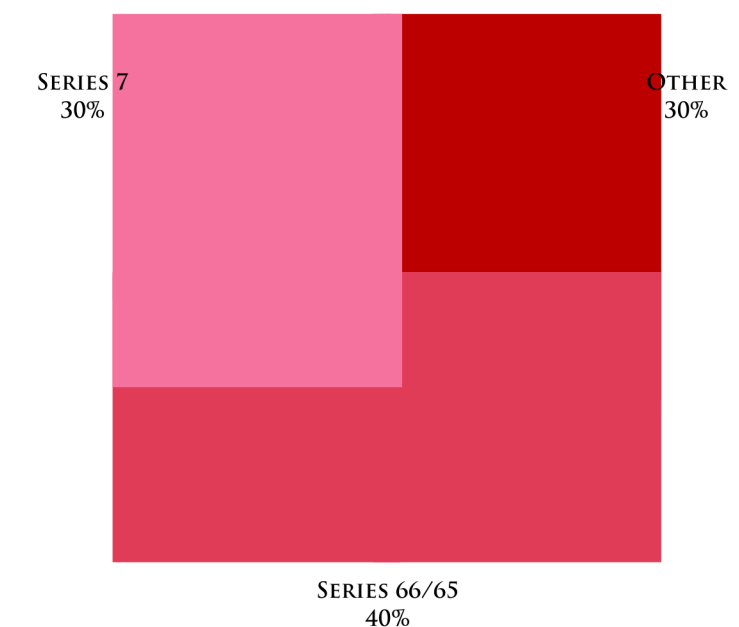
% OF HH'S HAVE A FINANCIAL PLAN



% OF HH'S THAT HAVE A FINANCIAL PLAN



LICENSES





## FPDP PARTICIPANT SURVEY SUMMARY

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- **Length of time as PCA or financial advisor:** ranges from 0-3 years to 16+ years.
- **Licenses held:** Series 7, Series 66/65, and others.
- **Location:** varies across different cities and states in the US, including Florida, Virginia, New Jersey, Pennsylvania, California, and Illinois.
- **Number of clients:** ranges from 0-100 to 101-250.
- **Percentage of clients with financial plans:** ranges from 0-25% to 76-100%.
- **Percentage of clients with various products and services:** includes Annuities & Long Term Care, Managed Money, Trusts & Estates Plans, Loans & Banking, and Others, with percentages ranging from 0-25% to 76-100%.
- **Annual revenue produced (T-12):** varies across respondents, with amounts ranging from \$0 to \$500,000.
- **Need for mentor:** all respondents expressed a need for mentoring.
- **Areas of focus for mentoring:** Include Prospecting Strategies, Selling & Closing Strategies, Comprehensive Planning for Clients, Practice Management, and Leadership & Communication



THANK YOU FOR  
YOUR PARTNERSHIP

