Call for Papers

2023 Financial Services Career Exploration Competition

Charting a Course for a Career in Financial Services

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Finseca in conjunction with chapters of FSP announce the tenth annual Career Exploration Competition. The competition gives teams of students from graduate and undergraduate programs at colleges and universities real world insight into financial service careers. The competition involves two steps. In the first step each student team submits a paper based on their research and interview of practitioners in two financial service careers. The top teams and the sponsoring professor progress to the second step which involves an oral presentation at the Financial ConNEXTion Conference & Cruise. Special thanks to Gasaway Investment Advisors, Inc. our main sponsor of the career competition.

Papers Must Cover All the Following Points *(See score sheet for more details)*

- Two careers in the financial services profession must be analyzed. A minimum of <u>at least eight professionals</u>, four from each profession, must be interviewed. Some of the interviews must be face-to-face (including Zoom or Skype). The careers should be diverse enough that unique research is required. Students must demonstrate an understanding of what practitioners do, not just the designations they may hold.
- Students must examine the benefits derived from developing and maintaining professional relationships and being active in professional associations. This may include the value derived from peer relationships and relationships with practitioners in other disciplines.
- The research <u>must</u> include discussion of the most important traits practitioners look for in an intern/job candidate. Students should identify the characteristics/traits practitioners deem important for an individual to be successful in the two professions explored.
- The paper should synthesize not just report the information gathered. It should not exceed 16 pages as more fully discussed below under “Paper Submission Requirements.”

Awards are <u>in addition to</u> covering the cruise cabin expense

1st Place - Up to $3,500
2nd Place - Up to $2,500
3rd Place - Up to $2,000
4th Place - Up to $1,700
5th Place - Up to $1,500

DEADLINE FOR SUBMISSION: Papers must be submitted in the manner described under “Paper Submission Requirements” <u>by midnight November 4, 2022.</u>

STUDENT ELIGIBILITY: The competition is open to teams of up to two students enrolled in an undergraduate and/or graduate program. A university may have multiple teams, but only one team will be eligible to move to the oral presentation finals. Students who graduate in December 2022 may participate if permitted by the university. Judges will have the option to select up to 5 teams from 5 different universities to progress to the oral competition. The number of teams selected may be less than 5. Papers count toward 35% of the final decision. By participating applicants agree to assume any risks, including releasing the organizers from all claims of loss, damage, injury, sickness or death that may arise as a result.

CRUISE CABIN EXPENSE: The student finalist teams, and sponsoring professors, will have the cabin expense for a double occupancy inside cabin covered. This includes meals in main dining and gratuities, but not transportation or shore excursions.

ORAL COMPETITION REQUIREMENTS: The oral presentation will be based on how the information gathered for the paper influenced the students' decision to either pursue, or not pursue, the two careers studied. PowerPoint will be optional. A team will be disqualified if a student or professor does not participate in the cruise educational programs and networking dinners for any reason other than medical or national emergency. The award will be partially based on attendance of the student and professor at the educational meetings and group dinners conducted on the cruise.

ATTENDEES & COVID TESTS: Other students, family, and friends are welcome and encouraged to attend at the negotiated group price. COVID vaccination and tests may be required.

QUESTIONS & SIGN-UP SHEET: Questions and sign-up sheet should be emailed to **iic@ inancialconnextions.com**.

Paper Submission Requirements

Authors should submit the following through email to:

iic@financialconnextions.com

CREATE TWO FILES: Two files should be created.
One file should be entitled **"Manuscript"** and should contain the manuscript with a title page that does not identify the students or school.

1. Papers should be a minimum of 8 double-spaced pages, in 12-point type, up to a maximum of 16 pages. The 16-page limit includes the title page and conclusion but excludes endnotes and information in the identifying information file.

2. Manuscripts should be set on 8 ½ x 11-inch size, with a page number assigned to each page. Margins should be at traditional settings (top and bottom margins at 1 inch and side margins at 1.25 inches).

3. The manuscript should not contain the names of the professionals interviewed or identifying information that will reveal the university/college.

4. Manuscripts should be written in the third-person style. Every effort should be made to use inclusive language, avoiding the use of "he," "she," "salesman," or other such terms unless the content clearly demands it. The style should be to use either the plural pronoun forms (they, them, their, etc.), to include both sexes ("he or she," "him or her," etc.), or to use a neuter term ("professional," "persons," etc.)

5. All charts, graphs, and tables should be inserted at their appropriate places within the body of the manuscript. Figures and tables may be prepared in Excel format.

6. When appropriate for credit to a source, clarity, or completeness, papers should contain: (1) endnotes that provide simplified explanations of, or rigorous technical support for, a complex concept used in the paper (as, for example, with regression analysis); (2) endnotes that provide references to bibliographical materials that either support a statement, represent the source of a quotation, or should be read if further information is desired. All endnotes should be numbered consecutively and double-spaced. They should also appear at the end of the paper, beginning on a new page but continuing the page numbers of the body of the paper. Do not cite parenthetically in the text. The paper should use the Chicago Manual of Style, as a standard for documentation of books and periodicals. Endnotes with legal citations may conform to the style prescribed by A Uniform System of Citation, ("The Bluebook"), published by the Harvard Law Review Association, or may follow a simplified system.

The second file should be entitled **"Identifying Information"** and include the following information:

1. a second title page which contains the names of the student authors and sponsoring professor, name of the university and address, phone and e-mail addresses of each student and the sponsoring professor;

2. a short one or two paragraph bio of each student limited to 100 words; and

3. the listing of the professionals interviewed along with their occupation and the designations or degrees held.

All manuscripts should be spell-checked before final submission. Students should use Word, on either an Apple or IBM PC compatible computer, to prepare their documents.

ADHERENCE: Submissions that do not adhere to all guidelines are subject to elimination.

NOTIFICATION OF DECISION: The target date to notify finalist teams is November 21, 2022.

Example Of Financial Service Careers

Insurance/Employee Benefits (CLU®, CPCU®, RICP®, CLCT®, CPC®, CEBS®)

Careers Interfacing with Consumers of Advisors

- Life and Health Insurance Broker
- Employee Benefits Broker
- Property Casualty Broker
- Pension Administrator/Third Party Administrator
- Wholesaler
- Retirement Income Certified Professional

Careers in Supporting Roles within Financial Service Entity

- Home Office Marketing Department
- Sales Case Design Support/Home Office Underwriter/Customer Service
- Home Office Advanced Marketing
- Internal Marketing

Financial Planning/Investments (ChFC®, CFP®, RICP®, PFS®, CFA, CIMA)

Careers Interfacing with Consumers of Advisors

- Financial Planner (Fee Based, Commission Based, Fee Only)
- Stock Broker/Investment Advisor
- Mutual Fund Wholesaler

Careers in Supporting Roles within Financial Service Entity

- Stock Analyst
- Portfolio Counselor/Manager
- Internal Marketing

Attorney/Accountant/Actuary/Regulatory (JD, CTFA™, CPA, AEP®, FSA)

Careers Interfacing with Consumers or Advisors

- CPA/Tax Accountant/Business Evaluation Specialist
- Estate Planning, elder law, tax or business attorney
- Trust officer/professional fiduciaries
- Company Advance Marketing Associate

Careers in Supporting Roles within Financial Service Entity

- Actuary
- Compliance Executive/Marketing Reviewer

Example Of Questions to Ask Practitioners

The below questions are intended as examples. Students are encouraged to develop their own questions, including questions on topics the student has an interest in that are not part of this competition.

1. **What You Do for a Living?**

- What did you expect your career to be like when you started? How has that changed through the years?
- How are you compensated? Have your income sources changed throughout your career? How?

2. **Professional Challenges?**

- What were your biggest concerns/fears starting out, and how did you address them?
- How do you address your fiduciary responsibilities to clients?
- How do you address/evaluate risk management issues with your clients such as life, disability, long term care, property/casualty insurance and investment associated risks?

3. **Professional Growth?**

- Have you continued your professional education? If so, how, and was it worth it?
- Have you been involved with local study groups? If so, what value have you gotten from your involvement?
- Have you used a business consultant or a strategic coach in your career? If so, what benefits have you received?

4. **Future Outlook for your Profession?**

- How do your clients view your relationships with them, and has that changed through the years? How do you expect that to change in the next ten years?
- How do you think your best clients would describe you?
- What do you think your profession look like in 10-20 years?
- What are the biggest challenges for new entrants into your profession?
- What single piece of advice would you give to a new practitioner?

Sample of Questions for Practitioners Regarding Professional Associations

1. Do you belong to professional associations? Which ones?
2. How has engagement in a professional association helped your career success and growth?
3. What are the essential benefits that you receive from a professional association?
4. Which association benefits have you found to be of greatest value?
5. What advantages do you personally receive by belonging to a professional association?
6. How has belonging to professional associations assisted the service you provide?

Sample of Questions for Practitioners Regarding Professional Relationships

1. Describe the value obtained from developing/maintaining professional relationships with others in your same practice specialty.
2. Describe the value obtained from developing/maintaining professional relationships with professionals in different practice specialties or disciplines.
3. Is there value derived to your practice from working as a team with other types of advisors?

Sample of Questions for Practitioners Regarding Traits

1. In your opinion what traits are possessed by individuals who are successful in your specific profession?
2. What are the most important traits you look for in a job/internship candidate?