

Call for Papers



2024 Financial Services Career
Exploration Competition
Navigating a Career in Financial Services



**FINANCIAL
CONNEXION**



Call for Papers

Finseca in conjunction with chapters of FSP announce the eleventh 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.

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

1. Two specific careers in the financial services profession must be analyzed. A minimum of at least eight professionals, 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.
2. 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.
3. The research must include a discussion of what practitioners consider as the good, the bad, and the ugly aspects of the two careers.

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 in addition to 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" by midnight November 4, 2023.



STUDENT ELIGIBILITY: The competition is open to teams of up to two students enrolled in an undergraduate and/or graduate program. Universities are encouraged to enter multiple teams, but only one team will be eligible to move to the oral presentation finals. Depending on the quality of the papers submitted, honorable mention teams can be selected from universities with finalist teams thereby having multiple teams from a university. Students who graduate in December 2023 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: The oral presentation will be conducted on a cruise as part of the Financial ConNEX-Tion Conference happening February 24 - March 2, 2024 (Saturday to Saturday). Departing from San Juan Puerto Rico on Royal Caribbean's Jewel of the Seas. Reservations must be made with University at Seas 800-422-0711.

CRUISE CABIN EXPENSE: The student finalist teams, and one sponsoring professor from each university, 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. Our objective is to create an educational event that is unique and family friendly. COVID vaccination and tests may be required.

QUESTIONS & SIGN-UP SHEET: Questions and sign-up sheet should be emailed to tgclu@comcast.net.

NOTIFICATION OF DECISION: The target date to notify finalist teams is November 21, 2023.



Paper Submission Requirements

Authors should submit the following through email to: **tgclu@comcast.net**

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; 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.



Example Of Specific Financial Service Careers

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

Specific 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

Specific 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

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

Specific 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

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

Specific 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

Specific 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 will 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 regarding the good, the bad, and the ugly in the two professions explored.

1. In your opinion, what is the worst/ugliest aspects of your specific career?
2. What are the most enjoyable/good aspects of your specific career?
3. What are some of the activities you need to tolerate that are not enjoyable, as part of the functions that must be performed in the career?