WHY ADVISORS JOIN OUR FIRM

We are a full service financial organization delivering the products, marketing, business development resources, and personal service that allow financial representatives to build successful practices through long-lasting, trusted client relationships. We offer options for affiliation based on level of independence and support desired. Resources and practice management are customized for financial representatives based on affiliation and business vision. With an intense focus on providing value and believing that "a rising tide raises all ships," the experienced team at Michigan Financial Companies brings a passion for serving clients and associates to everything they do, with the highest ethical standards, energy, and supportive work environment.

Advantages:

- Open architecture product platform with a comprehensive range of high quality protection, investment, and advisory products from leading carriers including John Hancock.
- Access to a top-tier broker dealer, Signator Investors, Inc., providing a robust operational platform to facilitate your business.
- Firm level specialists in areas of estate planning, business strategies, marketing, advances sales, group insurance, long-term care insurance, 401(k) planning, investments, and compliance.
- Firm resources to assist independent brokers with product access, case design and operational support.
- A sophisticated Estate and Business Planning group provided by the John Hancock Advanced Markets Group, consisting of experienced attorneys, accountants, actuaries, and case design specialists.
- Transition team support, access to firm-based marketing-initiatives, advanced sales consultants, underwriting support, and practice enhancement resources.
- Build4Success, an equity and succession platform providing support for the purchase or sale of your business. This platform includes valuation models, financing support, tax allocation strategies, and transition planning.

Practice Enhancement Services:

- Marketing Director consults with representatives to develop personalized business development plans including execution in chosen markets.
- Access to firm level special events and resources to cultivate long-term relationships with CPAs, attorneys, banks, credit unions, and property/casualty firms as trusted alliances.
- Active outreach program to match clients with active associates.
- Training platform based on client's values and goals with emphasis on becoming the "Most Trusted Advisor".
- Successful joint work and mentoring opportunities.

We are strongly committed to diversity and equal opportunity.

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