**FPA “TAKE 5” FOR MAY 2015**

**Attention FPA Chapter Leaders:**

Each month FPA will provide you with a quick rundown of five news items worth sharing with chapter members at meetings, events and in newsletters. We will provide you with a new “Take 5” at the beginning of each month. If you have any questions or need any clarification, please email Ben Lewis at BLewis@OneFPA.org.

1. **Trends in Adviser Compensation and Benefits Study Now Available!**

FPA members can now access the 2015 Trends in Adviser Compensation and Benefits Study, which was done by the FPA Research and Practice Institute™ and *Financial Advisor IQ* (a news service of the Financial Times). The research helps all planners and their support staff understand trends in compensation and benefits.

While the study sought to create a valuable compensation benchmark resource for those currently working in the financial advice profession, or seeking a position, the study examined the impact that compensation, benefits and work environment have on job satisfaction and engagement.

The full report, which is now available at [www.OneFPA.org/2015CompensationStudy](http://www.OneFPA.org/2015CompensationStudy), is a must read for anyone working in the financial advisory space. Download a copy of the report and see how your compensation and benefits package stacks up with other firms across the country.

1. **FPA Advocacy Day in Washington, D.C.**

Did you miss Advocacy Day in Washington, D.C. last year? If so, now is your opportunity to take part!

Sixty-five members from 21 states put FPA on the map last year to raise awareness about FPA and our profession. This year, join your fellow FPA members from across the country in Washington, D.C. for the **2nd Annual FPA Advocacy Day on June 23-24, 2015.** This will be your opportunity to help spread the message on our key issues and meet with our elected officials in Congress. They need to hear from you on those issues that affect the financial planning profession and your clients.

FPA will provide a structured experience including: training, materials, pre-event tips and tactics, a group room rate at a convenient hotel, appointments with the offices of your representatives and the opportunity to network with your fellow FPA members. All members are responsible for their own travel expenses and meals.

**Learn more and register now at** <http://www.onefpa.org/advocacy/Pages/Advocacy-Day.aspx>**.**

1. **FPA Annual Conference Registration is Now Open**

Register now to attend the advanced technical conference for CFP® professionals – the FPA Annual Conference – BE Boston 2015 that will be held on September 26-28 to gain new practice management knowledge, skills and resources. The schedule is jam-packed with insightful sessions that will help attendees be more knowledgeable professionals and better business owners. Confirmed keynote speakers include Olympic Gold Medalist Jim Craig, Futurist Michio Kaku, Marketing Strategist David Meerman Scott, and Keynote Host Jill Schlesinger, CFP® of CBS News.

Registration is open and members can now save with terrific early bird pricing. Register and learn more at [www.FPA-BE.org](http://www.FPA-BE.org)!

1. **Check out the Member Discount Program Guide for May 2015**

The May 2015 Member Discount Guide will be hitting mailboxes May 4-8. The guide features over 80 discounts, as well as a centerfold Practice Management article that was co-written by FPA and Fox Financial Planning Network, one of FPA’s Business Success Partners. The article – 6 Tips to Improve Client Service and Boost Profits – will cover:

1. Identify who you serve. Be specific!
2. Carefully craft your value proposition.
3. Get standardized operational systems in place.
4. Get the right staff in place.
5. Choose and use the right technology for your business model.
6. Evolve your business model to provide work/life balance.

Look for the article and guide soon. In the meantime, learn more about the FPA Member Discount Program and see how you can directly benefit at <https://www.onefpa.org/MyFPA/member-discounts/Pages/default.aspx>.

1. **Connect with Your Peers**

One of the major benefits of FPA membership is the opportunity to connect with financial planners from across the country. There is a spirit of collaboration throughout FPA that is unmatched in the profession with members always willing to share their insights and best practices on everything from planning to practice management. Take advantage of this major benefit by tapping into FPA Connect, a virtual community of FPA members coast to coast who avail themselves to their peers. And be sure to download the FPA Connect app on your smartphone! Search for “FPA Connect” in the App and Play stores.

Learn more about FPA Connect and the many other opportunities for community building at <https://www.onefpa.org/community/Pages/Communities-of-Interest.aspx>

Also be sure to check out FPA Knowledge Circles. These specialized gathering places are for like-minded members who want to engage in dialogue about best practices and innovations on particular topics. FPA Knowledge Circle participants also serve as content experts who help guide the creation of FPA content and educational programs. You can participate now in one of the FPA Knowledge Circles on Business Success, Estate Planning, International/Cross-Border, Investment Planning, and Retirement Planning. Learn more at <https://www.onefpa.org/community/Knowledge-Circles/Pages/default.aspx>.

**Bonus Item: Nominations are Open for the 2016 FPA Board of Directors**

The FPA Board of Directors is the driving force behind FPA’s vision to be the professional membership association for the financial planning community and CFP® professionals. The Board is a group of dedicated, dynamic FPA members who recognize the impact that today’s decisions can have on the future.

Are you interested in being part of this high caliber strategic team that is leading the profession and the association while serving the members? If so, consider submitting your name as a candidate for the FPA Board of Directors or recommend a colleague for nomination.

Service on the FPA Board of Directors is a three-year commitment that begins January 1, 2016. Contact board@onefpa.org to request a board nomination packet. **Deadline for 2016 board nominations is Wednesday, July 1, 2015.**