CAREER OPPORTUNITY – PATH TO INVESTMENT ADVISOR

Diligence Wealth Management | Manulife Wealth Inc.
Location: 3300 Bloor Street West, Etobicoke, ON
Employment Type: Full-Time, Permanent | In-Person
Compensation: Starting base compensation of $600/week during the initial development phase, plus performance-based bonuses. Long-term compensation is commission-based with significant earning potential.

Launch Your Career in Wealth Management

Are you ambitious, entrepreneurial, and ready to build a career where your growth is directly connected to your effort and results?

Diligence Wealth Management is expanding its team at our **3300 Bloor Street West office in Etobicoke** and is looking for driven individuals who want to build a long-term career in wealth management.

This is not a traditional 9-to-5 role. It is an opportunity to learn the business from the ground up, develop your own client relationships, work toward becoming a licensed Investment Advisor, and ultimately build your own book of business—with the mentorship, training, and resources of an established wealth management team behind you.

About Diligence Wealth Management

At Diligence Wealth Management, we believe wealth management is about more than numbers. It is about people, trust, relationships, and helping clients work toward their long-term financial goals.

As part of **Manulife Wealth Inc.**, we combine the resources and strength of a national organization with the personalized approach of an entrepreneurial advisory practice.

Our team manages **more than $14 billion in client assets**, and our environment is built around mentorship, professional development, entrepreneurship, and consistent performance.

We have a strong track record of developing young professionals and new graduates into successful advisors by providing them with hands-on experience, mentorship, and a clear path toward building their own practice.

Your Career Path

This opportunity is structured in two phases designed to help you progressively develop the skills, experience, licensing, and client base required for a successful career in wealth management.

Phase 1 – Marketing Assistant | Learning & Building

You will begin your career as a **Marketing Assistant**, working directly with an experienced senior advisor.

During this phase, you will receive **$600 per week in base compensation**, plus performance-based bonuses.

You will gain hands-on experience in prospecting, business development, client relationships, and the wealth management industry while working toward the licensing requirements necessary to become an Investment Advisor.

Your focus will include:

- Building and developing new client relationships through prospecting, outreach, cold calling, networking, and referrals
- Qualifying prospective clients and scheduling meetings with senior advisors
- Participating in client meetings and gaining exposure to financial planning discussions
- Learning how to assess clients' financial goals, risk tolerance, and investment time horizons
- Supporting the development of personalized financial and investment strategies
- Working closely with experienced advisors while completing the licensing process
- Developing the foundation of your own future client base

Phase 2 – Investment Advisor | Building Your Practice

Once you have completed the required licensing and are ready to transition into the advisor role, you will have the opportunity to become an **Investment Advisor** and continue developing your own book of business.

At this stage, compensation transitions to a commission-based model tied to the business you build and the clients you serve.

For individuals who are entrepreneurial, disciplined, and committed to long-term growth, this career offers **significant income and professional growth potential**.

What We Offer

- A structured career path toward becoming a licensed Investment Advisor
- Direct mentorship from experienced and successful wealth management professionals
- Hands-on exposure to real client situations from the beginning of your career
- Training and support throughout the licensing process
- The opportunity to develop your own client base and build a long-term practice
- A performance-driven environment where initiative and results are recognized
- Ongoing professional development and mentorship
- The resources and platform of an established wealth management organization
- Corporate events
- On-site parking

Who We Are Looking For

We are looking for individuals who are:

- Ambitious, motivated, and entrepreneurial
- Comfortable meeting new people and building professional relationships
- Strong communicators who can establish trust and rapport
- Comfortable with prospecting, outreach, networking, and cold calling
- Resilient and able to remain motivated when facing rejection
- Self-disciplined and results-oriented
- Interested in financial services, investing, business development, and wealth management
- Motivated by the opportunity to build their own client base and grow a business
- New graduates or early-career professionals looking to establish a long-term career

Education

Bachelor's degree required.

Degrees in **Business, Commerce, Finance, Economics, Mathematics, Engineering**, or a related field are particularly relevant; however, candidates from other academic backgrounds who demonstrate strong entrepreneurial and interpersonal skills are encouraged to apply.

Why Start Your Career With Us?

If you are looking for more than simply your first job after university, this opportunity provides a path to **build a career, develop a client base, and grow your own practice within the wealth management industry**.

Success in this role requires persistence, discipline, relationship-building, and a willingness to prospect for new business. In return, you will receive mentorship, practical experience, professional development, and the opportunity to build a career with substantial long-term growth potential.

If you are ready to challenge yourself and build a career where your results can directly influence your professional and financial growth, **we would like to hear from you.**

How to Apply

Please submit your resume to:

Melanie Breton
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