



3707 West Maple Road, Suite 101 Bloomfield Hills, Michigan 48301

(313)300-2277

support@usfati.org

**THIS AGREEMENT** (The “Agreement”) made this XX day of Month 2024, (the “Effective Date”) by and between Financial Advisor Training Institute (FATI), a Michigan-based non-profit corporation, and the individual named on page 5.

The Mission of the Financial Advisor Training Institute, as a non-profit 501c (3) public charity, is to train 250,000 new professional Financial Advisors by the year 2035. Our intent is to keep a profession that is critical to the financial well-being of the U.S. Economy and the American Public at large, thriving.

There are three components to completing the Financial Advisor Training Institute program and obtaining certification:

**Licensure:** State Life Exam, State Health Exam, Securities Industry Essential Exam, Series 7 and 66 Exams

**Business Development:** Ongoing weekly business development project.

**Practical Knowledge:** Weekly topics related to the Financial Services Industry.

Once you have successfully completed the three components, you will obtain a certificate which proves your success in those three areas. At that time, you will be offered guaranteed employment with a premium broker-dealer, with first-year compensation of at least \$50,000, assuming your credit and criminal history did not adversely change while you were completing your training.

The decision to build a practice with a particular financial firm is at the discretion of the candidate. You may also pursue employment with any other firm of your choosing.

FATI agrees to provide all support, materials, instructors, etc., mentioned in the program for the enrollment fee paid by you, the candidate. FATI is not responsible for the completion of assignments or results of licensure testing or ultimate career success as those rest solely on the candidate. Additionally, FATI does not guarantee employment or affiliation with another broker-dealer or firm outside of the above-mentioned employment opportunity.

The Credentialed Financial Advisor Training Program runs on the Canvas Learning Management System. Your program is asynchronous virtual. As such, you will complete 15-30 hours of work each week on your time when it is convenient for you. There are no specific days and times that you are required to be “in class.”

The Financial Advisor Training Institute reserves the right to terminate/cancel your enrollment for non-payment of agreed financing; for cheating or misleading an instructor that you completed assignments when you did not; for an adverse change in credit or criminal history between the time that you enroll in the program and the time that you complete the program.



3707 West Maple Road, Suite 101 Bloomfield Hills, Michigan 48301

(313)300-2277

[support@usfati.org](mailto:support@usfati.org)

## **Financial Advisor Certification Program Refund Policy and Terms and Conditions**

1. If an applicant who has paid their course fee or accepted a financing loan and enrolls in our Financial Advisor Certification Program ("The Program") and does not pass credit and criminal background standards after the enrollment fee has been paid or financing loan has been accepted, the Financial Advisor Training Institute will refund all amounts received from the enrollee.
2. If a candidate withdraws from their program in the first 15 days of the scheduled class start date and the enrollment fee has been processed or financing loan has been accepted, the Financial Advisor Training Institute will refund all amounts received from the enrollee less a \$400 processing charge and less the cost of subscribed materials (\$850.00) totaling \$1,250.
3. Withdrawal from any boot camp requires written notice to [support@usfati.org](mailto:support@usfati.org) or sent to:  
Financial Advisor Training Institute  
3707 West Maple Rd.  
Suite 101  
Bloomfield Hills, MI 48301
4. In order to be eligible for a refund of any kind, we must receive your request to withdraw or cancel your class by midnight, eastern standard time, prior to, or on, the 15th calendar day of class.
5. If a candidate withdraws from the Bootcamp, which includes exam sponsorship, after midnight eastern standard time, more than 15 days after the scheduled start date, no refund will be given.
6. If a candidate withdraws from the Bootcamp, which does not include exam sponsorship, after midnight eastern standard time more than 15 days after the scheduled start date, no refund will be given.
7. No FATI program and/or Bootcamp that is presently offered or offered in the future will refund after 15 days of the scheduled start date.
8. On the 16th day of class, our vendors are paid and there is no possibility for a refund.
9. In the event that a candidate is unable to attend their scheduled Boot Camp on the class start date and the enrollment fee has been paid by the enrollee or should an enrollee not complete or earn certification during their scheduled Bootcamp dates, the enrollee will be able to attend any other Bootcamp beginning within one year of the originally scheduled Boot Camp start date free of charge.

### **Complaints should be sent to:**

Email to:

support@usfati.org

Or send mail to:

Financial Advisor Training Institute  
3707 West Maple Rd.  
Suite 101  
Bloomfield Hills, MI 48301

### **Financial Advisor Certification Course Guarantee**

When you successfully complete your 4 Unit/14 Chapter course with the Financial Advisor Training Institute, you will receive a Credentialed Financial Advisor Certificate. That certificate guarantees that you will receive an offer from a premium broker dealer/RIA with a minimum base salary of \$50,000 per year within 90 days of receiving your certificate. This is our “Guaranteed Placement” policy. In the event that you should not receive an offer from a premium broker dealer/RIA with a minimum base salary of \$50,000 per year within 90 days of receiving your certificate, the Financial Advisor Training Institute will refund all money received from you. At the end of one year, if the program is not completed, we will allow you to complete the program, but we remove our placement guarantee.

### **In order to be eligible to receive your Credentialed Financial Advisor certificate, the following must be completed:**

By the end of Unit 1/Chapter 3:

- Blueprint 300: 200 of 300 entered into RedTail
- Market Assessment Role Play Video Uploaded
- Life, Accident, Health exams passed
- 15 Market Assessments completed
- Business Development and practical knowledge must be completed through Unit 1/Chapter 3 before beginning SIE exam preparation

By the end of Unit 2/Chapter 6:

- Blueprint 300: 300 of 300 entered into RedTail.
- Document upload 2 Target Market Meetings
- 60 Market Assessments completed.
- Introductions 4 student role play with cohort video uploaded.

- Business Development and practical knowledge must be completed through Unit 2/Chapter 6 before beginning Series 7 exam preparation.

By the end of Unit 3/Chapter 10:

- 120 Market Assessments completed.
- 60 Quality Introductions
- COI: 5 Identified and entered.
- Phone Call set 1st Meeting Video
- Financial Planning 1st Meeting Video
- Business Development and practical knowledge must be completed through Unit 3/Chapter 10 before beginning Series 66 exam preparation.

By the end of Unit 4/Chapter 14:

- Financial Planning 2nd Meeting Video
- Go to Market Plan
- Your Personal Story Video
- 3rd Party Advisor Interview
- 180 Market Assessments completed.
- 120 Quality Introductions
- 100% of the virtual course must be completed.
- Exams must be completed:
  - Life/ Health
  - SIE
  - Series 7
  - Series 66

Must be completed by course end:

- Business Development Blueprint
- Market Assessments
- Quality Introductions
- Target Markets
- Centers of Influence
- Business Plan
- 3rd Party Advisor Interview.

**Student has read and received a copy of this enrollment agreement.**

**Student has read and received a copy of the school catalog and understands and agrees to the school's policies published in the catalog.**

We look forward to partnering with you in preparing you for your career.



3707 West Maple Road, Suite 101 Bloomfield Hills, Michigan 48301

(313)300-2277

support@usfati.org

### Student Information:

Student First Name:

Student Last Name:

Class Start Date:

Anticipated date of completion:

Course name: Credentialed Financial Advisor

Length of course: 14 weeks but may take up to 52 weeks

### Tuition and Fees:

Tuition:

Books/Supplies: Included

Deposit:

Amount Remaining:

### Payment Methods:

Cash/Check

Voucher

Finance

Credit/Debit Card

If you choose to Finance, a Retail Installment Contract will be issued via email for signature.

### Student Acknowledgment:

Student Printed Name: \_\_\_\_\_

Student Signature \_\_\_\_\_

Date: \_\_\_\_\_

Signed: Financial Advisor Training Institute

Terry Lindner, C.E.O

Date: \_\_\_\_\_