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<b>POSITION TITLE:</b>	National Director, Practice Management	<b>DEPARTMENT:</b>	Retirement
<b>OFFICE LOCATION:</b>	Remote	<b>FLSA STATUS:</b>	Exempt
<b>REPORTS TO:</b>	EVP, Retirement Income	<b>HOURS:</b>	Regular Full-Time

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For more than 50 years, Ash Brokerage has been dedicated to impacting lives. We were founded on the power of relationships, and that still drives our culture today. Our team of 400 is the same service-centered culture as we were in 1971.

Ash Brokerage works with financial professionals to help find, understand and process insurance and retirement solutions to protect clients in every stage of life. As part of the Integrity Marketing family, we help people protect their health and wealth for the good days ahead and make the most of what life brings.

As part of the Retirement Income team, the Director will work with advisors to grow their protection and retirement income planning practices. This person will help advisors set up processes to attract quality prospective clients and remain relevant in the ever-changing world of financial services and teach practical, actionable solutions.

**Responsibilities:**

- Exposure at national meetings for broker dealers
- Facilitate Fiduciary Foundation meetings for the Retirement Income Consultants
- Joint calls with Retirement Income Consultants for advisor discussions on practice management
- Onboarding calls with new advisors in partnership with Ash’s Client Experience team
- Pave the way to discuss unique practice management items
- Assist advisors in understanding how practice management fits into their portfolio
- Discuss ways to grow the advisor’s business through marketing, referral, digital techniques, and centers of influence.
- Serve as a point of knowledge for practice management and advisor engagement for Ash’s sales team across all lines of business.
- Provide research, content, white papers on practice management for the use with our sales teams and as collateral material for speaking engagements.
- Conduct small workshops – virtually and in-person – with advisors in various territories.

**Talents and Abilities**

- Great communicator at an individual level and as a speaker
- Entrepreneurial mindset

**Education/Experience:**

- Qualified candidates must possess a bachelor's degree from a four-year college or university with a concentration in finance or business or an equivalency of education and experience
- Financial services experience required
- Industry credentials preferred
- Accomplished speaker

*Ash Brokerage Corporation is an Equal Opportunity Employer. The company welcomes and encourages applications from persons with disabilities, and will reasonably accommodate the needs of those persons.*

*Ash Brokerage Corporation offers a rich benefit package that includes a competitive salary, medical, dental, vision, life insurance, 401(k) with company match, STD, LTD, paid holidays and a generous paid time off plan. Bonus opportunities are also available.*