



3707 West Maple Road, Suite 101 Bloomfield Hills, Michigan 48301 (313)300-2277 support@usfati.org

## Financial Advisor Training Institute Enrollment Agreement

**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 2. There is no separate retail sales agreement.

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 topic 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, instructor, 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 the 15-30 hours of



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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.

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

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.

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. Withdrawal from any boot camp requires written notice to support@usfati.org or sent to:  
Financial Advisor Training Institute

3707 West Maple Rd. Suite 101  
Bloomfield Hills, MI 48301

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.

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.

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.

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.



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On the 16th day of class, our vendors are paid and there is no possibility for a refund.

In the event that a candidate is unable to attend their scheduled Bootcamp 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 14 or 28-week Bootcamp beginning within one year of the originally scheduled Bootcamp start date free of charge.

Complaints should be sent to:

support@usfati.org or sent to

Financial Advisor Training Institute

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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.

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 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



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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.

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: \$12,720

Books/Supplies: Included

Deposit: \$0

Amount Remaining: \$12,720.00

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

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

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

Signed: Financial Advisor Training Institute

Terry Lindner, C.E.O

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