FINANCIAL ADVISOR OPPORTUNITY

Agenda

1. Edward Jones – The History
2. The Financial Advisor Opportunity
3. Financial Advisor Support and Training
4. Financial Advisor Candidate Qualities
5. Application Process and Next Steps
6. Questions

What is Edward Jones?

- We were founded in 1922 by Edward D. Jones Sr.
- Headquartered in St. Louis, Missouri and Tempe, Arizona.
- Grew from 304 offices in 1980 to more than 11,000 U.S. branches today.
- Committed to supporting our clients in the communities where they reside.

FOUNDED IN
1922

HEADQUARTERS
MO+AZ

OFFICES TODAY
11,000

What Makes Us Unique?

Edward Jones stands out from our competitors in 4 different ways:

1

COMMITMENT

Commitment to serious, long-term investors

2

BUSINESS MODEL

Single Financial Advisor offices in convenient locations

3

SUPPORT

Dedicated Branch Office Administrator per one Financial Advisor

4

PARTNERSHIP

20,000 Associates are Limited Partners*

* Edward Jones associates meeting certain criteria have historically had the opportunity to invest in Edward Jones' parent company, The Jones Financial Companies, L.L.L.P ("JFC"). Limited partnership is an investment paid for by the limited partner and is not compensation. Limited Partnership interests in JFC are securities and can only be issued through a securities offering by JFC. Invitation to participate in any offering is at the discretion of JFC. There can be no assurance that additional limited partnership interests will be issue din the future.

The Pillars of Our Success

Business Model

- Our clients' interests come first.
- We are a partnership.
- We focus on supporting the Financial Advisor.
- Our Financial Advisors have an entrepreneurial spirit.

Growth Strategy

- We benefit the communities we serve.
- We grow organically.
- We attract successful people.

Cultural Heritage

- We have a deep respect for our founders.
- We believe in regional and community volunteerism.
- We offer career-long training and the opportunity to develop as a leader.

A Great Place to Work

FORTUNE 100 BEST COMPANIES TO WORK FOR® 2016

For the 17th year, Edward Jones was named one of the best companies to work for by FORTUNE® Magazine in its annual listing. The firm ranked No. 10 overall. These 17 FORTUNE® rankings include top 10 finishes for 13 years, top 5 rankings for six years and consecutive No. 1 rankings in 2002 and 2003.

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training TOP 125 2016 winner

In its 16th consecutive year on the list, Edward Jones was named a top company for training, ranking No. 32 on Training magazine's 2016 Training Top 125 list.

The Financial Advisor Position

GOALS

Help people work toward their long-term financial goals

COMMUNITY FOCUSED

Build relationships within their communities

CUSTOMIZED SOLUTIONS

Focus on the unique needs of each individual investor

STRUCTURE

Single Financial Advisor, single Branch Office Administrator model

Training and Support

TRAINING

Industry-leading training and business development strategies.*

MENTORS

Veteran Financial Advisor mentors and dedicated field trainers.

DEVELOPMENT

Ongoing training, development and leadership opportunities throughout your career.

SUPPORT

Field and home office support to help you reach your goals and offer customized financial solutions.

* Ranked No. 32 on Training Magazine's 2016 Training Top 125 List.

Compensation

While studying for your industry licenses and completing your training, you will be paid biweekly for the hours worked. After that, you will receive a salary which will adjust as you move toward a compensation based more on commissions and bonuses. Salaries are adjusted based on performance standards for the first three years.

You will also be eligible to earn:

- Commission
- Bonus
- Profit Sharing
- Travel Awards Program

What Qualities We Are Looking For

- Individuals with a track record of professional success
- People who can demonstrate self-discipline and hard work
- People who are dedicated to self-development and can lead a branch team
- People who are motivated by challenge and reward
- Individuals with strong relationship-building skills and a commitment to establishing long-term clients

The Application Process

30-45 Day Process

Consists of phone and face-to-face interviews

Virtual day-in-the-life assessment

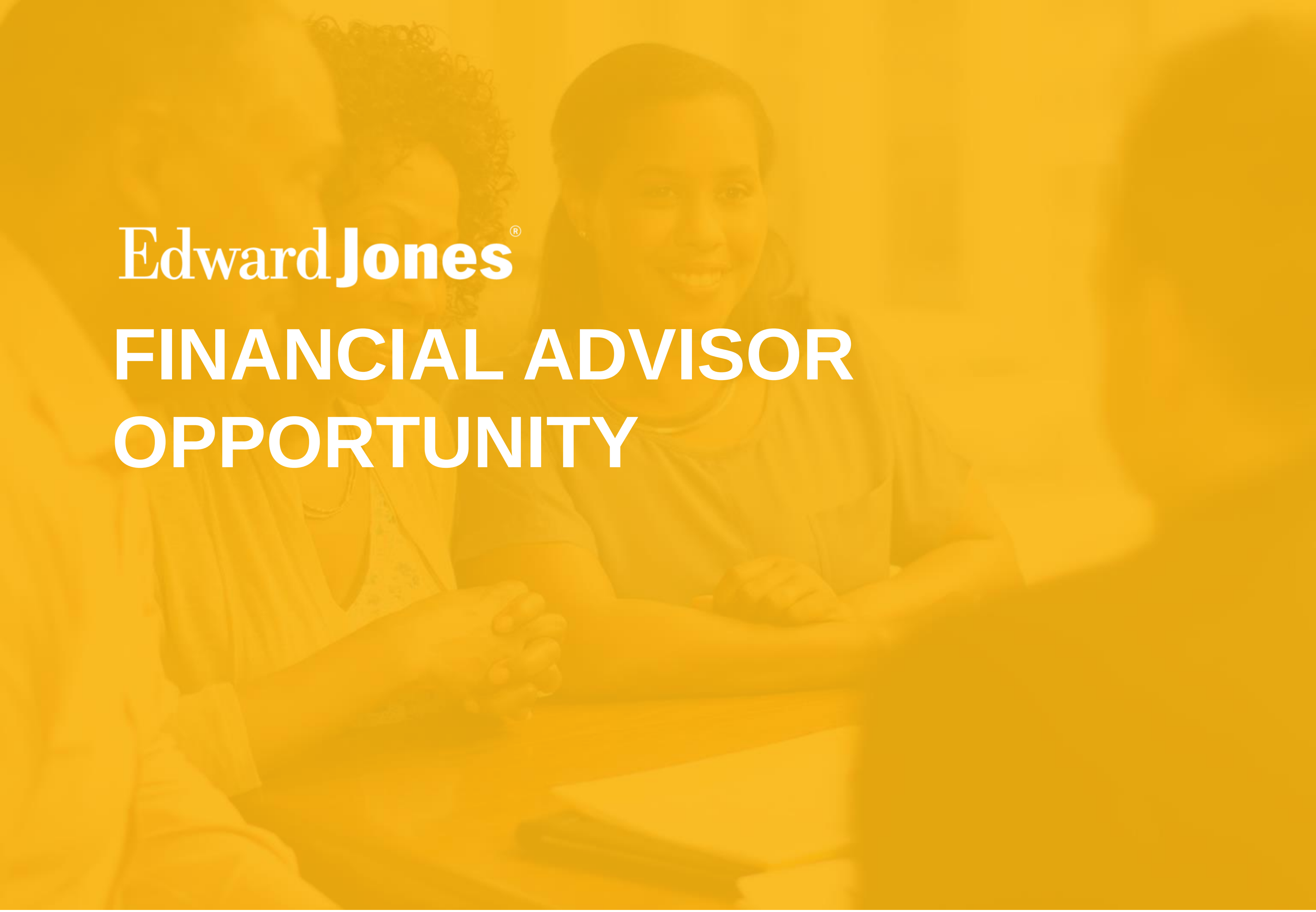
Next Steps

1. Submit your resume by visiting careers.edwardjones.com/apply
2. Talk to a Financial Advisor
3. Visit careers.edwardjones.com for more information about the role

Frequently Asked Questions

- Is it a good time to get into the financial services industry?
- Can I afford to start my own business?
- What is the likelihood that I will succeed?

QUESTIONS & ANSWERS



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