

# FINANCE

## Foray Into Finance

Two of the top three Military Friendly® Employers for 2015 are financial services companies. What does that say about the finance industry? It says these employers are willing to teach veterans the business because they realize the leadership and independent work ethic service members learn in the military transfer really well to everything from insurance agents, financial advisors and analysts to project managers, IT specialists and underwriters.

Aging baby boomers are beginning to retire by the millions, and they're already impacting finance. As they do, more and more financial services companies are competing for military talent. So if you find this complex, fast-paced world gets your adrenaline going, you should have plenty of options.

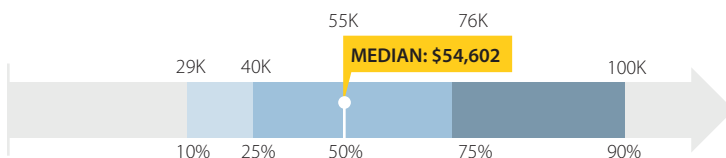
## Earnings by Occupation

DATA SERIES	WAGES, 2013			
	HOURLY		ANNUAL	
	MEDIAN	MEAN	MEDIAN	MEAN
Accountants and auditors	\$33.03	\$36.95	\$68,700	\$76,850
Insurance sales agents	\$23.20	\$30.63	\$48,250	\$63,700
Loan officers	\$29.06	\$34.13	\$60,450	\$70,980
Securities, commodities, and financial services sales agents	\$34.65	\$49.27	\$72,080	\$102,480
Tellers	\$12.20	\$12.62	\$25,380	\$26,250

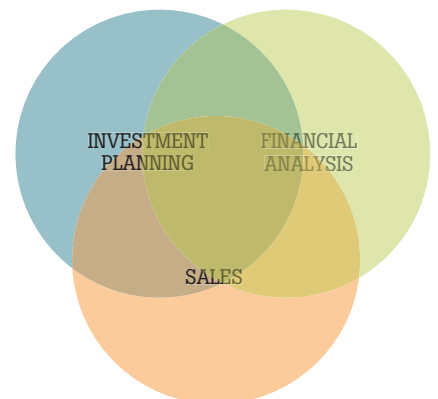


## Personal Financial Advisor Salary (United States)

A Personal Financial Advisor earns an average salary of \$54,603 per year. Experience has a moderate effect on pay for this job. A skill in Investment Planning is associated with high pay for this job. Most people with this job move on to other positions after 20 years in this field.



## Popular Skills for Personal Financial Advisor



**Want More?**

[gijobs.com](http://gijobs.com)



## FINANCE



### AMERIPRISE FINANCIAL INC.



#### TOP JOBS FOR VETERANS

- IT Specialist
- Customer Service Manager/Rep
- Sales Rep & Business Development
- Finance Services & Accounting
- Training Specialist



#### TOP REGIONS FOR HIRING IN 2015

- Minneapolis
- Boston
- De Pere, Wisc.
- Las Vegas
- Nevada



**WHAT THEY DO:** Ameriprise Financial has a network of 10,000 financial advisors who have been helping people feel confident about their financial future for more than 115 years.

DATA COLLECTED  
AND WEIGHED.  
COMPANY CHOSE  
NOT TO PUBLICALLY  
DISCLOSE.

% OF EMPLOYEES  
WHO ARE VETERANS

DATA COLLECTED  
AND WEIGHED.  
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2014 NEW HIRES  
WHO ARE VETERANS



**TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: 34**

### BANK OF AMERICA



#### TOP JOBS FOR VETERANS

- Contact Center Sales/Customer Service
- IT Specialist
- Banking Center Sales/Customer Service
- Financial Advisor Trainees
- Mortgage Processor



#### TOP REGIONS FOR HIRING IN 2015

- Charlotte, N.C.
- Dallas
- Jacksonville, Fla.
- Brea, Calif.
- Phoenix



**WHAT THEY DO:** Support for the military has been a part of Bank of America's culture for 90+ years. That support permeates every aspect of business: hiring, philanthropy, volunteerism, and products and services.



**4%**

% OF EMPLOYEES  
WHO ARE VETERANS

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2014 NEW HIRES  
WHO ARE VETERANS





## FINANCE



TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: **31**

### CAPITAL ONE FINANCIAL CORPORATION



#### TOP JOBS FOR VETERANS

- IT Specialist
- Logistician & Supply Chain Manager
- Customer Service Manager/Rep
- Finance Services & Accounting
- Project/Process Manager



#### TOP REGIONS FOR HIRING IN 2015

- Henrico, Va.
- Wilmington, Del.
- McLean, Va.
- Plano, Texas
- New York City



**WHAT THEY DO:** Capital One is a Fortune 500 company and a top 10 bank with a range of opportunities, a diverse network of talented colleagues, challenging projects and a focus on collaboration.



**4%**

% OF EMPLOYEES WHO ARE VETERANS

**4%**

2014 NEW HIRES WHO ARE VETERANS



*Own your tomorrow™*

TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: **37**

### CHARLES SCHWAB CORPORATION



#### TOP JOBS FOR VETERANS

- IT Specialist
- Operations & Facilities Manager
- Customer Service Manager/Rep
- Finance Services & Accounting
- Banking



#### TOP REGIONS FOR HIRING IN 2015

- El Paso, Texas
- Phoenix
- Englewood, Colo.
- Austin, Texas
- Orlando, Fla.



**WHAT THEY DO:** The Charles Schwab Corporation is an investment services firm with more than 40 years of experience innovating and advocating for individual investors and the financial professionals who serve them.



**4%**

% OF EMPLOYEES WHO ARE VETERANS

**6%**

2014 NEW HIRES WHO ARE VETERANS



## FINANCE



**TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: 95**

### CITIGROUP INC.



#### TOP JOBS FOR VETERANS

- IT Specialist
- Customer Service Manager/Rep
- Finance Services & Accounting
- Bank Branch Manager
- AML Compliance Officer/Investigator



#### TOP REGIONS FOR HIRING IN 2015

- Irving, Texas
- Florence, Ky.
- Jacksonville, Fla.
- Tucson, Ariz.
- San Antonio



**WHAT THEY DO:** Citi, the leading global bank, has approximately 200 million customer accounts and does business in more than 160 countries and jurisdictions.



**2%**

% OF EMPLOYEES WHO ARE VETERANS

**4%**

2014 NEW HIRES WHO ARE VETERANS



An ACE Group company

**TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: 1**

### COMBINED INSURANCE COMPANY OF AMERICA



#### TOP JOBS FOR VETERANS

- IT Specialist
- Customer Service Manager/Rep
- Business Administrator & Professional Services
- Sales Rep & Business Development
- Finance Services & Accounting



#### TOP REGIONS FOR HIRING IN 2015

- Dallas
- Chicago
- New York City
- Fort Bragg, N.C.
- Atlanta



**WHAT THEY DO:** Combined Insurance is a leading provider of individual supplemental accident, disability, health and life insurance products and an ACE Group company.



DATA COLLECTED AND WEIGHED. COMPANY CHOSE NOT TO PUBLICALLY DISCLOSE.

% OF EMPLOYEES WHO ARE VETERANS

**42%**

2014 NEW HIRES WHO ARE VETERANS





## FINANCE

# Deloitte.

TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: **49**

### DELOITTE



#### TOP JOBS FOR VETERANS

- IT Specialist
- Business Administrator & Professional Services
- Sales Rep & Business Development
- Finance Services & Accounting
- Consultant



#### TOP REGIONS FOR HIRING IN 2015

- Washington, D.C.
- Arlington, Va.
- New York City
- San Antonio
- La Jolla, Calif.



**WHAT THEY DO:** Deloitte has 60,000+ professionals with a single focus: helping its clients solve their toughest problems. Deloitte works in four key business areas: audit and advisory, financial advisory, tax and consulting.



**2%**

% OF EMPLOYEES WHO ARE VETERANS

**2%**

2014 NEW HIRES WHO ARE VETERANS

# Edward Jones

MAKING SENSE OF INVESTING

TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: **90**

### EDWARD JONES



#### TOP JOBS FOR VETERANS

- Branch Office Administrator
- Finance Services & Accounting
- Financial Advisor
- Headquarters Positions



#### TOP REGIONS FOR HIRING IN 2015

- Nationwide



**WHAT THEY DO:** Edward Jones provides financial services for over 7 million individual investors in the United States and Canada, helping them to understand their personal goals and long-term investment options.



**11%**

% OF EMPLOYEES WHO ARE VETERANS

**15%**

2014 NEW HIRES WHO ARE VETERANS



## FINANCE

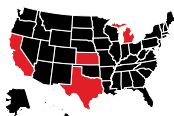


### FARMERS INSURANCE GROUP



#### TOP JOBS FOR VETERANS

- Project Management
- Customer Service Manager/Rep
- Business Administrator & Professional Services
- Sales Rep & Business Development
- Claims Representative



#### TOP REGIONS FOR HIRING IN 2015

- Los Angeles
- Olathe, Kan.
- Austin, Texas
- Caledonia, Mich.
- Woodland Hills, Calif.



**WHAT THEY DO:** Farmers is the country's third-largest home and auto carrier and the top specialty product carrier in the U.S.

**22%**

% OF EMPLOYEES WHO ARE VETERANS

DATA COLLECTED AND WEIGHED. COMPANY CHOSE NOT TO PUBLICALLY DISCLOSE.

2014 NEW HIRES WHO ARE VETERANS



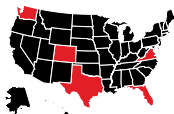
**TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: 15**

### FIRST COMMAND FINANCIAL SERVICES



#### TOP JOBS FOR VETERANS

- Business Administrator & Professional Services
- Financial Advisor



#### TOP REGIONS FOR HIRING IN 2015

- Colorado Springs, Colo.
- Woodbridge, Va.
- San Antonio
- Lakewood, Wash.
- Pensacola, Fla.



**WHAT THEY DO:** First Command develops and delivers personalized financial plans to assist American families in their efforts to reduce debt, build wealth and get their financial lives squared away.



**30%**

% OF EMPLOYEES WHO ARE VETERANS

**70%**

2014 NEW HIRES WHO ARE VETERANS





## FINANCE

### JPMORGAN CHASE & CO.

TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: **35**

#### JPMORGAN CHASE & CO.



##### TOP JOBS FOR VETERANS

- Risk
- IT Specialist
- Customer Service Manager/Rep
- Finance Services & Accounting
- Operations



##### TOP REGIONS FOR HIRING IN 2015

- Phoenix
- Newark, Del.
- Brooklyn, N.Y.
- New York City
- Fremont, Ohio



**WHAT THEY DO:** JPMorgan Chase is a leading global financial services firm with assets of \$2.5 trillion and operations worldwide. The bank is committed to helping veterans and their families succeed post-service.



**4%**

% OF EMPLOYEES WHO ARE VETERANS

**6%**

2014 NEW HIRES WHO ARE VETERANS



TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: **97**

#### KPMG



##### TOP JOBS FOR VETERANS

- Government
- Finance Services & Accounting
- Consulting
- Information Technology
- Human Resources



##### TOP REGIONS FOR HIRING IN 2015

- Washington, D.C.
- McLean, Va.
- Chicago
- Houston
- Montvale, N.J.



**WHAT THEY DO:** KPMG LLP, the audit, tax and advisory firm, is the U.S. member firm of KPMG International Cooperative (KPMG International), a Swiss entity.



**2%**

% OF EMPLOYEES WHO ARE VETERANS

**1%**

2014 NEW HIRES WHO ARE VETERANS



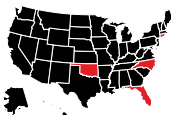
# MetLife

## METLIFE INC.



### TOP JOBS FOR VETERANS

- IT Specialist
- Customer Service Manager/Rep
- Business Administrator & Professional Services
- Sales Rep & Business Development
- Finance Services & Accounting



### TOP REGIONS FOR HIRING IN 2015

- Raleigh, N.C.
- Charlotte, N.C.
- Bloomfield, Conn.
- Tulsa, Okla.
- Tampa, Fla.



**WHAT THEY DO:** MetLife Inc., through its subsidiaries and affiliates, is a global provider of life insurance, annuities, employee benefits and asset management.

1%

% OF EMPLOYEES WHO ARE VETERANS

2%

2014 NEW HIRES WHO ARE VETERANS

# Morgan Stanley

## MORGAN STANLEY



### TOP JOBS FOR VETERANS

- Operations
- Finance
- Technology
- Wealth Management



### TOP REGIONS FOR HIRING IN 2015

- Worldwide



**WHAT THEY DO:** Morgan Stanley is a leading global financial services firm providing investment banking, securities, investment management and wealth management services.

1%

% OF EMPLOYEES WHO ARE VETERANS

DATA COLLECTED AND WEIGHED. COMPANY CHOSE NOT TO PUBLICALLY DISCLOSE.

2014 NEW HIRES WHO ARE VETERANS





## FINANCE



**TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: 86**

### PNC FINANCIAL SERVICES GROUP



#### TOP JOBS FOR VETERANS

- Project Manager
- IT Specialist
- Finance Services & Accounting
- Bank Branch Manager
- Business Analyst



#### TOP REGIONS FOR HIRING IN 2015

- Pittsburgh
- Raleigh, N.C.
- Chicago
- Cleveland
- Philadelphia



**WHAT THEY DO:** PNC is one of the largest diversified financial services companies, providing retail and business banking, residential mortgage banking and specialized services for corporations and government entities.



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2014 NEW HIRES  
WHO ARE VETERANS



**TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: 62**

### PRICEWATERHOUSECOOPERS (PWC)



#### TOP JOBS FOR VETERANS

- Government
- Business Administrator & Professional Services
- Finance Services & Accounting
- Consulting
- Science, Technology, Engineering and Math (STEM)



#### TOP REGIONS FOR HIRING IN 2015

- McLean, Va.
- New York City
- Tampa, Fla.
- Chicago



**WHAT THEY DO:** PwC is a network of firms in 157 countries with more than 184,000 people who are committed to delivering quality in assurance, tax and advisory services.



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2014 NEW HIRES  
WHO ARE VETERANS



## FINANCE

# PROGRESSIVE

TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: **85**

### PROGRESSIVE INSURANCE



#### TOP JOBS FOR VETERANS

- IT Specialist
- Customer Service Manager/Rep
- Business Administrator & Professional Services
- Sales Rep & Business Development
- Claims Professional



#### TOP REGIONS FOR HIRING IN 2015

- Cleveland
- Riverview, Fla.
- Colorado Springs, Colo.
- Austin, Texas
- Phoenix



**WHAT THEY DO:** Progressive is an insurer of millions. It is one of the largest auto insurers in the country. The same qualities that helped veterans succeed in the military will help them succeed at Progressive.



**5%**

% OF EMPLOYEES WHO ARE VETERANS

**5%**

2014 NEW HIRES WHO ARE VETERANS

# Prudential

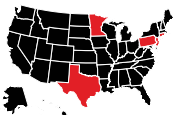
TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: **46**

### PRUDENTIAL FINANCIAL INC.



#### TOP JOBS FOR VETERANS

- IT Specialist
- Customer Service Manager/Rep
- Business Administrator & Professional Services
- Finance Services & Accounting
- Insurance Professional



#### TOP REGIONS FOR HIRING IN 2015

- Newark, N.J.
- Hartford, Conn.
- Philadelphia
- Minneapolis
- El Paso, Texas



**WHAT THEY DO:** Prudential Financial Inc. is one of the world's largest financial services institutions with operations in the United States, Asia, Europe and Latin America.



**3%**

% OF EMPLOYEES WHO ARE VETERANS

**6%**

2014 NEW HIRES WHO ARE VETERANS





## FINANCE

# Quicken Loans<sup>®</sup>

Engineered to Amaze<sup>™</sup>

### QUICKEN LOANS



#### TOP JOBS FOR VETERANS

- IT Specialist
- Customer Service Manager/Rep
- Sales Rep & Business Development
- Finance Services & Accounting
- Software Engineer



#### TOP REGIONS FOR HIRING IN 2015

- Detroit
- Cleveland
- Scottsdale, Ariz.
- Charlotte, N.C.
- San Diego



**WHAT THEY DO:** Quicken Loans is one of the largest retail home mortgage lenders in the United States. It closed a record \$80 billion of volume across all 50 states in 2013.

**3%**

% OF EMPLOYEES WHO ARE VETERANS

DATA COLLECTED AND WEIGHED. COMPANY CHOSE NOT TO PUBLICALLY DISCLOSE.

2014 NEW HIRES WHO ARE VETERANS

# State Farm<sup>™</sup>

**TOP 100 MILITARY FRIENDLY<sup>®</sup> EMPLOYER RANK: 63**

### STATE FARM



#### TOP JOBS FOR VETERANS

- IT Specialist
- Customer Service Manager/Rep
- Business Administrator & Professional Services
- Sales Rep & Business Development
- Finance Services & Accounting



#### TOP REGIONS FOR HIRING IN 2015

- Atlanta
- Dallas
- Phoenix
- Bloomington, Ill.



**WHAT THEY DO:** State Farm insures more cars and homes than any other insurer in the U.S. Its 18,000 agents and more than 65,000 employees serve almost 84 million policies and accounts.



**2%**

% OF EMPLOYEES WHO ARE VETERANS

**1%**

2014 NEW HIRES WHO ARE VETERANS



## FINANCE



### THE HARTFORD FINANCIAL SERVICES GROUP



#### TOP JOBS FOR VETERANS

- Customer Care Specialist
- IT Specialist
- Customer Service Manager/Rep
- Sales Rep & Business Development
- Claims Representative



#### TOP REGIONS FOR HIRING IN 2015

- Santee, Calif.
- Hartford, Conn.
- San Antonio
- Oklahoma City
- Aurora, Ill.



**WHAT THEY DO:** The Hartford is a leader in property and casualty insurance, group benefits and mutual funds which help customers prepare for the unexpected, protect, and prevail in the event the unexpected happens.

3%

% OF EMPLOYEES WHO ARE VETERANS

DATA COLLECTED AND WEIGHED. COMPANY CHOSE NOT TO PUBLICALLY DISCLOSE.

2014 NEW HIRES WHO ARE VETERANS



Western & Southern Life

A member of Western & Southern Financial Group

TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: 51

### THE WESTERN & SOUTHERN LIFE INSURANCE COMPANY



#### TOP JOBS FOR VETERANS

- Talent Acquisition Specialist
- Sales Rep & Business Development
- Finance Services & Accounting
- Financial Representative
- Financial Sales Manager



#### TOP REGIONS FOR HIRING IN 2015

- San Diego
- Grove City, Ohio
- Arlington, Texas
- Tampa, Fla.
- Raleigh, N.C.



**WHAT THEY DO:** Since its founding in 1888, The Western and Southern Life Insurance Company (Western & Southern Life) has been recognized throughout the industry for its outstanding stability and strength.



7%

% OF EMPLOYEES WHO ARE VETERANS

10%

2014 NEW HIRES WHO ARE VETERANS





## FINANCE



TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: **79**

### TRAVELERS



#### TOP JOBS FOR VETERANS

- Insurance
- Customer Service Manager/Rep
- Finance Services & Accounting
- Health Care Worker & Nursing
- Claim Adjuster



#### TOP REGIONS FOR HIRING IN 2015

- Hartford, Conn.
- St. Paul, Minn.
- Richardson, Texas
- Alpharetta, Ga.
- Hunt Valley, Md.



**WHAT THEY DO:** Travelers is a leading property casualty insurer selling primarily through independent agents and brokers. The company's diverse business lines offer its global customers a wide range of coverage.



**4%**

% OF EMPLOYEES WHO ARE VETERANS

**4%**

2014 NEW HIRES WHO ARE VETERANS



TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: **83**

### U.S. BANK



#### TOP JOBS FOR VETERANS

- Technical Operations Specialist
- Sales Rep & Business Development
- Finance Services & Accounting
- HR Manager
- Bank Branch Manager



#### TOP REGIONS FOR HIRING IN 2015

- Minnesota
- St. Louis
- Portland, Ore.
- Southern California
- Seattle



**WHAT THEY DO:** U.S. Bancorp with \$389 billion in current assets is the parent company of U.S. Bank, the fifth-largest commercial bank in the U.S. The company operates 3,174 banking offices in 25 states.



**3%**

% OF EMPLOYEES WHO ARE VETERANS

**3%**

2014 NEW HIRES WHO ARE VETERANS



## FINANCE



TOP 100 MILITARY FRIENDLY® EMPLOYER RANK: **2**

### USAA



#### TOP JOBS FOR VETERANS

- Investment Rep
- Customer Service Manager/Rep
- Claims Adjuster/Rep
- Mortgage Processor
- Financial Advisor



#### TOP REGIONS FOR HIRING IN 2015

- San Antonio
- Phoenix
- Norfolk, Va.
- Colorado Springs, Colo.
- Tampa, Fla.



**WHAT THEY DO:** Founded in 1922, the USAA family of companies provides insurance, banking, investments, retirement products and advice to 10.4 million current and former members of the U.S. military and their families.



**14%**

% OF EMPLOYEES WHO ARE VETERANS

**21%**

2014 NEW HIRES WHO ARE VETERANS

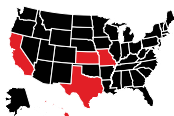


### VETERANS UNITED HOME LOANS



#### TOP JOBS FOR VETERANS

- IT Specialist
- Customer Service Manager/Rep
- Business Administrator & Professional Services
- Sales Rep & Business Development
- Finance Services & Accounting



#### TOP REGIONS FOR HIRING IN 2015

- Columbia, Mo.
- Lenexa, Kan.
- Irving, Texas
- Waipahu, Hawaii
- San Diego



**WHAT THEY DO:** Veterans United Home Loans specializes in VA loans. It offers extensive experience in VA lending benefits, helping our heroes achieve the American dream of homeownership.

**6%**

% OF EMPLOYEES WHO ARE VETERANS

**6%**

2014 NEW HIRES WHO ARE VETERANS





# WELLS FARGO

### WELLS FARGO & COMPANY



#### TOP JOBS FOR VETERANS

- Financial Advisor
- Teller
- Personal Banker
- Mortgage Consultant



#### TOP REGIONS FOR HIRING IN 2015

- Charlotte, N.C.
- Cumming, Iowa
- Helotes, Texas
- Minneapolis
- St. Louis



**WHAT THEY DO:** Wells Fargo & Company is a nationwide, diversified, community-based financial services company with \$1.6 trillion in assets.

# 3%

% OF EMPLOYEES WHO ARE VETERANS

DATA COLLECTED AND WEIGHED. COMPANY CHOSE NOT TO PUBLICALLY DISCLOSE.

2014 NEW HIRES WHO ARE VETERANS

### DID YOU KNOW?



CURRENCY IS ACTUALLY FABRIC COMPOSED OF

## 25 PERCENT LINEN AND 75 PERCENT COTTON.

CURRENCY PAPER HAS TINY RED AND BLUE SYNTHETIC FIBERS OF VARIOUS LENGTHS EVENLY DISTRIBUTED THROUGHOUT THE PAPER.

SOURCE:  
FEDERALRESERVEEDUCATION.ORG