If you’re successful and looking to maximize your potential, consider joining Merrill Lynch as a financial advisor. Merrill Lynch has a long and proud history of hiring, training, developing and successfully graduating some of the most talented financial advisors in the world. You’ll have help every step of the way through our Financial Advisor Development Program (FADP)—one of the most comprehensive in the industry.

Choose a career path that offers you:

**Independence**
Be an entrepreneur who builds and manages a business.

**Fulfillment**
Make a meaningful difference in the lives of clients.

**Income**
Receive a base salary with the opportunity for competitive monthly incentive compensation and annual performance and retention awards.

We recognize that it’s the power of our people and our differences that make us a stronger company. We’re proud of our commitment to attracting, recruiting and retaining top diverse talent from across the globe.

What do you need to become a Merrill Lynch financial advisor?

It’s true that you’ll need perseverance to succeed—but what you don’t necessarily need is a financial services background. We’re searching for high achievers with a track record of continued success, in all industries and careers, such as:

- Accountants
- Attorneys
- Bankers
- CERTIFIED FINANCIAL PLANNER™ professionals*
- Community leaders
- Consultants
- Entrepreneurs
- Fundraisers
- Insurance agents
- Military personnel
- Professional athletes
- Real estate agents and developers
- Risk managers
- Sales and marketing professionals
- Teachers and educators

Join a culture of achievement

If you have a background of accomplishment, you can transfer that into a career that leverages your past successes. Ask yourself these questions:

- Do you have an entrepreneurial spirit?*
- Are you self-motivated, collaborative and have strong relationship-building skills?
- Do you pride yourself on being resilient when facing challenges?
- Do you have integrity and high ethical standards?

*If you answered “yes” to these questions, consider the opportunity for a dynamic new career path as a Merrill Lynch financial advisor.

What is the FADP program?

When you join Merrill Lynch, you’ll tap into wealth management experience that has been formally training and coaching new advisors through our development program since 1946. FADP is designed to develop the critical skills and knowledge necessary for building a successful wealth management business—acquiring clients, enhancing relationships, providing tailored strategies and more.

The 43-month FADP includes multiple components:

- Preparation for registration exams, including Securities Industry Essentials (SIE), Series 7 and Series 66
- Investment, business development, business management and technology platform training and development
- Personalized coaching and support during each phase of the program
Choose one of four paths to become a Merrill Lynch Financial Advisor

Regardless of the role you eventually assume, you’ll access the deep resources and full capabilities of both Merrill Lynch and Bank of America.

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<td>Help clients pursue their goals</td>
<td>Play an integral role on a larger team</td>
<td>Work in a Bank of America Financial Center as a TFA</td>
<td>Work in a Bank of America Financial Center as an FADP Financial Advisor</td>
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<td>As an FADP Financial Advisor, your support team includes a group of specialists with experience in banking, credit, retirement, insurance and investments, including access to the full capabilities of Bank of America and its innovative banking services. This combined support will help clients pursue their financial goals.</td>
<td>You’ll play a specific role in either business development, planning, investments and financing, business management or relationship management — contributing to the overall efforts of the team. In addition, you’ll take advantage of an accelerated curriculum (one year shorter than the standard FADP FA program).</td>
<td>After a length of service (LOS) of three months, you’ll have the potential opportunity to work in a Bank of America financial center as a Team Financial Advisor. You’ll be able to build your team’s book of business with clients who already have a banking relationship and may be looking for Merrill Lynch investment insights and customized strategies.</td>
<td>Similar to a Bank TFA, this role provides the opportunity to build your practice with clients who already have a Bank of America banking relationship and are looking for investment advice. However, this path does not require a formal teeming relationship; rather, you will situationally work with Merrill Lynch senior advisors for more complex wealth management needs.</td>
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At Merrill Lynch we start with clients’ personal goals

At Merrill Lynch, we understand that finances connect not just based on market activity; they’re driven by personal goals. By understanding what motivates our clients, we help them pursue what matters to them most, whether that’s related to home, family, finances, work, giving, leisure or health.

Merrill Lynch’s Financial Advisor Development Program (FADP), formerly known as Practice Management Development Program (PMD), won a Silver Award for “Best Program for Sales Training and Performance” in the 2018 Brandon Hall Group Sales Performance Awards.²

Come to a firm that supports you with marketing tools and other valuable resources

• Turnkey strategies and easy-to-use marketing tools such as web pages, fact sheets and brochures to help you develop and market your business quickly
• Industry-leading insights and analysis from BoFA Merrill Lynch Global Research; and our comprehensive investment platform³
• Employee Networks — which can help you develop leadership skills and connect with people across the business and globally — based on age, ethnicity, lifestyle and professional goals

To learn more about how you can become a Merrill Lynch financial advisor, visit ML.com/careers

Bank of America and its affiliates consider for employment and hire qualified candidates without regard to race, religion, color, sex, sexual orientation, gender, gender identity, age, national origin, ancestry, citizenship, protected veteran or disability status or any factor prohibited by law, and as such affirm in policy and practice to support and promote the concept of equal employment opportunity and affirmative action, in accordance with all applicable federal, state, provincial and municipal laws.

*CERTIFIED FINANCIAL PLANNER™ and CFP® are certification marks owned by the Certified Financial Planner Board of Standards, Inc., and are awarded to individuals who successfully complete CFP Board’s initial and ongoing certification requirements.

1 Intended within a cultural context. Merrill Lynch financial advisors are employees of Merrill Lynch and must adhere to all firm policies with regard to their business activities.

² Source: In September 2018, Merrill Lynch’s Financial Advisor Development Program (FADP), formerly known as Practice Management Development Program (PMD), won a Silver Award for “Best Program for Sales Training and Performance” in the 2018 Brandon Hall Group Sales Performance Awards. The Brandon Hall Excellence Awards recognize companies that have successfully developed and deployed programs, strategies, processes, systems and tools achieving measurable results. The award entries were evaluated by a panel of veteran, independent senior industry experts, Brandon Hall Group analysts and executives based upon the following criteria: fit the need, design of the program, functionality, innovation, and overall measurable benefits. For more information please visit http://www.brandonhall.com/excellenceawards/.

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