

Raj Soin College of Business Financial Services

What is Financial Services?

Financial Services can be defined as the art and science of delivering advice and financial products to individuals and institutions for wealth generation and preservation.

Financial Services focuses on all aspects of personal financial management including insurance, investments, real estate, taxes, estate planning, retirement planning, education funding, and debt management.



Position in Demand

Personal Financial Advisor
Mean Hourly Wage: \$45.28
Mean Annual Wage: \$94,180

National Estimates from the Bureau of Labor Statistics: Occupational Employment and Wages (2009). Reflects data from all individuals at various career levels employed in this field, not a starting salary.

Why Pursue a Financial Services Degree at Wright State?

- Reducing debt, investing for retirement, estate planning—these are the kinds of finance issues that ordinary people face every day. For help, they often turn to professionals with a degree in financial services! People will always need professionals to help them with these important financial decisions.
- The award-winning Soin Trading Center was recognized by Business Week Online as one of the top ten academic trading centers in the nation.
- Our students and curriculum continues to receive both national and state-wide recognition:
 - ✓ Our Financial Services major is the recipient of the prestigious Program Excellence award from the Ohio Board of Regents.
 - ✓ Our students have won top honors in case competitions such as the American Express Financial Services Invitational.

Careers in Financial Services

- Broker
- Credit Officer/Manager
- Financial Analyst
- Financial Aid Officer
- Financing Specialist
- Head Stock-Transfer Clerk
- Industrial Broker
- Loan Officer
- Money Manager
- Mortgage Broker/Banker
- Personal Financial Advisor
- Portfolio Manager
- Real Estate Analyst

Financial Services Certification

- **CFP™ Certified Financial Planner** is an essential certification for anyone interested in personal financial planning.
- Our program is registered with the International Board of Standards and Practices for Certified Financial Planners and graduates are eligible to sit for the CFP™ examination.

Department of Finance & Financial Services

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Wright State University
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Financial Services: Median salary for occupations (2009)

Starting Salary Offer: New Grads	\$50,546
Budget Analyst	\$65,320
Securities & Financial Svcs Agent	\$68,680
Personal Financial Advisor	\$69,050
Financial Analyst	\$73,150

Source: Bureau of Labor Statistics for 2008-2009 and N.A.C.E
*National median salary for the occupation including Bachelor's, Master's and Ph.D. degree holders. Wages vary greatly depending on geographic location, industry sector, education, and experience.

Financial Services

Where are our Financial Services Alumni?

Financial Advisors	PNC Bank
Charles Schwab	Buckingham Financial
A.G Edwards	PMI
Morgan Stanley Smith Barney	UBS
Liberty Savings Bank	McDonald Securities
Dayton Power & Light	Fifth Third Bank
Dover Partners Inc.	CH Dean
Ameriprise	US Bank
Bank of America	US Department of Defense
Merrill Lynch	

Real World Learning & Real World Results

Knowledge and Skills that Set You Apart

Students can choose from a variety of elective courses including: Real Estate Principles and Practices, Real Estate Law, Real Money Investing, Security Analysis and Portfolio Management, Practicum in Financial Planning.

Internships and Co-ops to Jump Start Your Career

Our emphasis on co-ops, internships and project courses is geared for "real world" experience that allows you to apply your classroom learning and jump-start your career.

Finance Club for Valuable and Fun Networking

The Finance Club enriches your classroom experience and provides valuable networking opportunities. They sponsor guest speakers – real industry professionals – who are working in a Finance capacity and may be looking for top-notch talent for their firms. They also sponsor study trips to Chicago and New York.

Faculty Focused on Your Success

Our faculty go the extra mile to assist you both academically and in your career. Our classes are taught by experienced faculty in small class settings with opportunities to develop your fullest potential.

Sample Business Core Classes

Accounting * Statistics * Marketing * Business Communication and Writing * Global Economy * Financial Management * Legal Environment of Business * Management and Organizational Behavior * Management Information Systems * Operations Management * Strategic Management

Sample Financial Services Curriculum

Financial Planning * Risk and Insurance * Investing in Securities * Retirement Planning and Employee Benefits * Estate Planning * Federal Income Tax * Real Estate Principles and Practice * Real Estate Law * Real Money Investing * Security Analysis and Portfolio Management * Real Estate Finance and Appraisal * Practicum in Financial Planning * Case Problems in Financial Planning



The Best Business
Schools In The World

RAJ SOIN
College of Business
WRIGHT STATE
UNIVERSITY

The Raj Soin College of Business Advantage

Our program is the first in the region to be accredited by AACSB International, the highest accrediting body for four-year and post-graduate business degrees.

- **12,623** The number of institutions granting business degrees worldwide
- **596** The number of AACSB accredited schools worldwide
- **5%** The percent of business schools accredited worldwide.

Fewer than **30%** of business schools in the US are AACSB accredited. The Raj Soin College of Business has met the standards for faculty expertise, academic quality, research and community service.

Raj Soin College of Business

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