What is Financial Services?

Financial Services can be defined as the art and science of managing money.

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.

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.

Position in Demand

Personal Financial Advisor
Mean Annual Wage: $90,900
Job Outlook 2010-20: 23% growth


Careers in Financial Services

- Broker
- Controller
- Credit Officer/Manager
- Economist
- Finance 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.
- We are registered with the International Board of Standards and Practices for Certified Financial Planners and graduates are eligible to sit for the CFP™ examination.

Financial Services: Median salary for occupations (2011-2012)

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personal Financial Advisor</td>
<td>$49,600</td>
</tr>
<tr>
<td>Budget Analyst</td>
<td>$66,580</td>
</tr>
<tr>
<td>Securities &amp; Financial Svcs Agent</td>
<td>$69,909</td>
</tr>
<tr>
<td>Financial Analyst</td>
<td>$72,060</td>
</tr>
<tr>
<td></td>
<td>$75,650</td>
</tr>
</tbody>
</table>


Wages vary greatly depending on geographic location, industry sector, education, and experience.
Financial Services

Where are our recent Financial Services Alumni?

<table>
<thead>
<tr>
<th>Financial Advisors</th>
<th>PNC Bank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Charles Schwab</td>
<td>Deloitte</td>
</tr>
<tr>
<td>A.G Edwards</td>
<td>PMI</td>
</tr>
<tr>
<td>Paine Webber</td>
<td>Merrill Lynch</td>
</tr>
<tr>
<td>Liberty Savings Bank</td>
<td>McDonald Securities</td>
</tr>
<tr>
<td>Dayton Power &amp; Light</td>
<td>Fifth Third Bank</td>
</tr>
<tr>
<td>Smith Barney</td>
<td>CH Dean</td>
</tr>
<tr>
<td>Dover Partners Inc.</td>
<td>Firstar Bank</td>
</tr>
<tr>
<td>Morgan Stanley</td>
<td>US Department of Defense</td>
</tr>
</tbody>
</table>

Real World Learning & Real World Results

Coursework that Sets You Apart in the Job Market

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.

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. The Finance Club frequently sponsors guest speakers – real industry professionals – who are working in a Finance capacity and may be looking for top notch talent for their firms.

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


Sample Financial Services Curriculum


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.

The Raj Soin College of Business has met the standards for faculty expertise, academic quality, research and community service.