

# ACCOUNT EXECUTIVE POSITION

Currency Investors Group is an Equal Opportunity Employer

To help you determine whether becoming an Account Executive with Currency Investors Group matches your personal career objectives, we urge you to carefully review the following information. This summary describes the position and the activities of a successful Account Executive during the first year of his or her career.

If you have any questions regarding this or other information pertaining to becoming a Currency Investors Group Account Executive please call our Company at 615-692-1135 or e mail to [market@currencyinvestorsgroup.com](mailto:market@currencyinvestorsgroup.com).

## ANSWERING YOUR QUESTIONS ABOUT RESPONSIBILITIES AND EXPECTATIONS

### Tell me about Currency investors Group

Currency Investors Group, an introducing brokerage and training firm, is committed to helping individuals meet their long-term financial goals. Account Executives provide initial introduction and training services. Depending on experience of the Account Executive, these trainings may be self conducted or they may involve the delivery of experienced local trainers, web trainings, or a combination thereof. The unique value proposition of Currency Investors Group is that our Account Executives are located in the communities where the Account Executives clients live and work, which enables our Account Executives to provide each individual customer with convenient, personal service on a face-to-face basis. Currently, Currency Investors Group has opportunities for these newly formed positions across Canada as well as affiliates in the United States and the United Kingdom.

Upon completion of the initial requirements and meeting the minimum sales performance expectations, each Account Executive receives a promotion to Assistant VP and a subsequent increase in compensation. Upon meeting the next set of targets, the Assistant VP is promoted to Vice President and afforded a more generous split off the introducing broker revenue earned by traders he/she has introduced to the firm. Upon the final targets being met and sustained, the Vice President is afforded the title of Regional Vice President and offered an opportunity to override his/her organization in a model similar to that of General Agencies in the insurance industry. The firm intends to continue expanding and to provide more complete coverage in existing and potential markets. The firm is an LLC with a predetermined portion of its units set aside for option pools for top producers.

### What is the role of an Account Executive at Currency Investors Group?

Currency Investors Group believes an Account Executive can best serve customers only after meeting with them personally or on the phone and learning about their needs and objectives. That is why we operate primarily through one-to-one, Account Executive to Customer relationships. Edward Jones calls it a one-on-one approach, and our success will show that it works. No other forex dealer or introducing brokerage emphasizes this one on one relationship as do our Account Executives.



Our intent is to see that our Account Executives are trained to deliver this level of personal attention because we realize that no two customers are alike. The primary role of the Account Executive is to get to know his or her customers and learn their investment needs and objectives. Only then, with the help of our home-office specialists and professional trainers will the appropriate comfort levels be obtained so new traders may become success in routine trading.

A successful career as an Currency Investors Group Account Executive won't be easy to achieve. It involves many long hours and hard work, especially during the first two years. However, our experience has proved that new Account Executives who perform the following five critical activities when they start out significantly increase their chances of success.

New Account Executives must:

1. Make 25 quality contacts per day – Calls, notes, visits, “touches” (125 per week).
2. Ask open-ended questions to obtain financial information surrounding goals
3. Present the need for opening a demo account within a training opportunity.
4. Assess each contact, add prospect to funnel, and indicate next action.
5. Contact the prospect at least every two weeks.

New Account Executives must perform these critical activities while keeping our most important requirement in mind: **Always do what is right for the customer!**

## How do I build a business?

Currency Investors Group believes in doing business the old-fashioned way, face to face. When starting out, our Account Executives spend most of their time in the communities they serve, making face-to-face contacts in neighborhoods and with businesses and introducing themselves and Currency Investors Group. They spend time getting to know their customers, their needs and their objectives. Then they deliver the appropriate services on an individual and personal basis. At Currency Investors Group, we believe that doing business this way is the best way to build long-term relationships with our customers and to best serve their investment needs.

Ways Currency Investors Group has proven work in building a business?

- 1) Meetup.com Trader's Groups
- 2) Rotary or Civic Club involvement
- 3) Chamber of Commerce Networking
- 4) Free Classes
- 5) Webinars
- 6) Personal Networking



## Do I own my business?

Currency Investors Group Account Executives are currently independent contractors of the company. They enjoy the freedom and independence of running their business.

Although Account Executives do not own their individual businesses, they do have contractual rights to the revenue stream generated by their activities. Certain conditions apply of course, but these surround issues pertaining to ethical behavior and appropriate representation.

Account Executives who are invited to invest capital in the firm as limited or general partners demonstrate superior sales performance and customer account development or some other area of expertise or contribution.

## About Currency Investors Group

### If I want to become an Account Executive what do I need to know about the hiring process?

The first thing to understand about the hiring process is that it is currently unregulated to a large degree. Applicants may be asked to complete certain steps in our process within a certain time frame, and we ask you to comply with these requests. To initiate the hiring process, you must complete the online steps found in the Careers Tab on <http://currencyinvestorsgroup.com>.

Our application requests don't require a great deal of personal information but the process must be complete.

**\*\* Please note that our regulatory environment is changing.**

It may one day become necessary that you become Series 3'd with a commodities/futures license or even a Series 30 or some other designation to qualify for continued commissions.

You may eventually have to sign an authorization form consenting to a background check. The information you provide will be verified. Failure to complete the application as required will result in not moving forward or perhaps even cost you your commission or residual income. Our hiring process is open at present. However, on average, only a small percentage of those who come on board succeed at building a practice. We know this not by our track record but by the track record of the financial services industry in general.

If you choose to proceed, the next step will be to decide where you would like to build your Currency Investors Group business. Currency Investors Group associates will discuss with you the areas we have identified for growth and will ask you to make a final decision regarding the market in which you would like to build your business. The primary consideration is to discuss a market that reflects your relationships and centers of influence. While we want our Account Executives working most diligently in their local markets, there will be many who have customers outside their geographic area. The currency market is global in nature. It is possible to have customers all over the globe. It is important to keep in mind that our mission is to provide localization to the forex experience for traders.

### What does Currency Investors Group look for in a candidate?

Here are some of the qualities we search for in every applicant:

A work history that indicates rising income and success. A work history that indicates an increase in responsibility, job stability, and continuity along with past accomplishments.

## The Currency Investors Group hiring process

We have made affiliation with Currency Investors Group and the subsequent opportunities to earn on training and trading revenue very easy. On the company web site at this link you are taken through the initial steps necessary to qualify as an Account Representative with Currency Investors Group.

[http://bestwebplatform.com/www\\_currencyinvestorsgroup/careers/the-currency-investors-group-career-launch-program/](http://bestwebplatform.com/www_currencyinvestorsgroup/careers/the-currency-investors-group-career-launch-program/)

### Will training courses fully prepare me or my customers to successfully navigate the currency markets?

Becoming a successful Account Executive requires some training and your concentrated efforts to succeed. Currency Investors Group is committed to providing every Account Executive with a high level of continual support throughout his or her career. In addition, mentor programs, new Account Executive support specialist meetings and other assistance within your region are on the drawing board and will one day be available to help you succeed as an Currency Investors Group Account Executive. You will be matched with established Account Executives or home office support when you start representing Currency Investors Group. The home office support includes but is not limited to conference call support, one on one phone and email support, a consistent webinar availability, and a program surrounding delivery of trade alerts designed to support your clients.

Currency Investors Group is committed to assisting you throughout the entire training program and beyond.

### Once hired, what can I expect in studying for my Series 3 license?

To become licensed to sell futures and commodities and in the future retail spot market cash trades known as forex, you will likely have to pass the commodities and futures exam or Series 3.

### Home Study – Study for Success (Ongoing)

Typically, trainees commit 10 to 15 hours per week of study, over an initial eight week period if they haven't traded foreign currency or have any experience. There are courses available. There are demos, and tools online that assist in this study as well. Currency Investors Group's policy does not require that 100% of your earned income be derived from your employment as a Account Executive with the company.

### What types of training classes will I attend?

There are four required classes. They are delivered via Webinar and you are required to attest to your understanding of the material covered.

Class One – Disclosing Risk of Trading the Retail Spot Foreign Exchange Market

Class Two- Train the trainer – Corporate Culture “The Mission of Currency Investors Group”

Class Three – Social Media Marketing in the Financial Services Industry

Class Four – Delivery of the Currency Investors Group Profit in Peace System for Currency Investors



After you attend the four required classes, you will be qualified and confident in sharing the Currency Investors Group message on one on one appointments or groups.

## What does compensation look like for the Currency Investors Group Account Executive?

After you prospected for appointments and have an interested party in the purchase of training, there are different options you have for training package income.

Commission for the Two Hour Forex Training is \$69.00 of the \$99.00 purchase price.

Commission for the Training and Technology Package with a NetBook and 8 hours training is \$1250.00 of the \$1995.00 purchase price.

Commission for the Training and Technology Package for 8 hours of training without a Netbook provided is \$750.00 on a \$1000.00 purchase price.

Commission for trading revenues, your residual income in the forex industry is as follows:

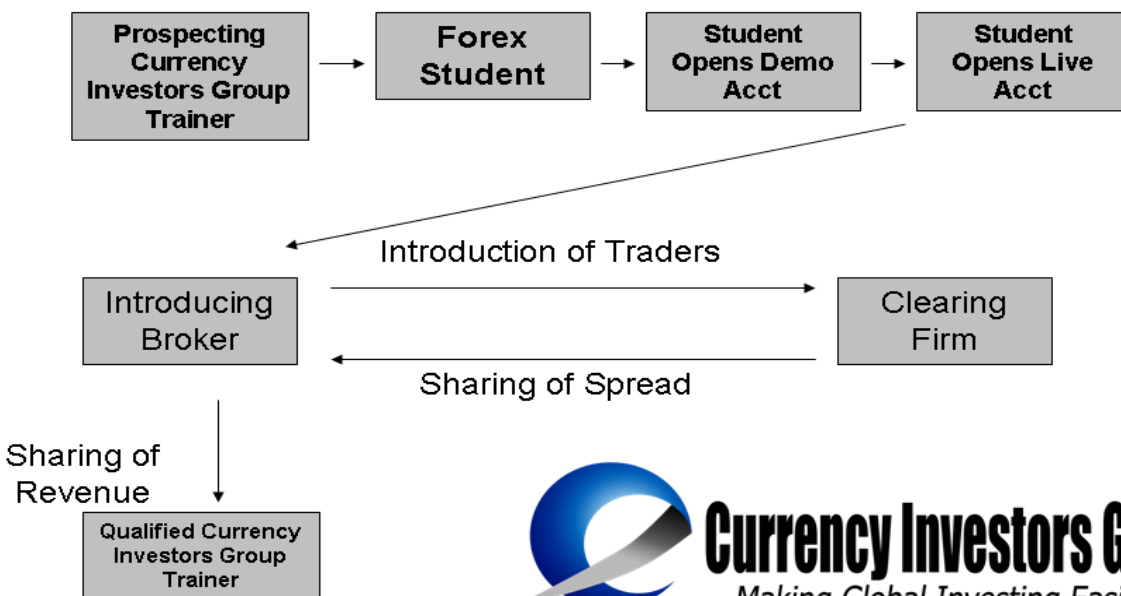
25% of Currency Investors Group's Revenue monthly on traders you brought into the system up to 25 traders active for at least 60 days.

32% of Currency Investors Group's Revenue monthly on traders you brought into the system from 26 traders and up active for at least 60 days.

40% of Currency Investors Group's Revenue monthly on traders you brought into the system from 50 traders and up active for at least 60 days.

Upon having 50 traders active for 60 days, you are eligible for the title of Regional VP and are overriding the activities of Account Executives, AVP's, and VP's in your organization. Of course there are duties associate with this revenue stream.

## Introducing Broker Revenue



**Currency Investors Group**  
Making Global Investing Easier

The chart below details the activity of one days trading and the income derived from the trades paid to an Introducing Broker.

**Daily Confirmation of Closed Transactions:**

Ticket	Open Time	Type	Lots	Item	Price	S / L	T / P	Close Time	Price	Commission	R/O Swap	Trade P/L
15245745	2008.12.24 01:58	balance		agent '4860' - #15245689								4.41
15245869	2008.12.24 02:29	balance		agent '4860' - #15245769								2.21
15245952	2008.12.24 02:39	balance		agent '4860' - #15245890								8.84
15247480	2008.12.24 09:37	balance		agent '4865' - #15247388								1.11
15248021	2008.12.24 11:18	balance		agent '4860' - #15245749								0.80
15248122	2008.12.24 11:34	balance		agent '4865' - #15247412								1.11
15248196	2008.12.24 11:50	balance		agent '4860' - #15244373								0.80
15248236	2008.12.24 11:57	balance		agent '4865' - #15247622								1.11
15248238	2008.12.24 11:57	balance		agent '4865' - #15248037								1.11
15248468	2008.12.24 12:48	balance		agent '4865' - #15248366								1.12
15248516	2008.12.24 12:56	balance		agent '4865' - #15248357								1.12
15248522	2008.12.24 12:57	balance		agent '4865' - #15248358								1.12
15249818	2008.12.24 17:01	balance		agent '4860' - #15236191								0.80
15249819	2008.12.24 17:01	balance		agent '4860' - #15238679								0.80
15249821	2008.12.24 17:01	balance		agent '4860' - #15238681								0.80
15249822	2008.12.24 17:01	balance		agent '4860' - #15244374								0.80
15249823	2008.12.24 17:01	balance		agent '4860' - #15244375								0.80
15249929	2008.12.24 17:23	balance		agent '4860' - #15249800								4.00
15249939	2008.12.24 17:24	balance		agent '4860' - #15249667								0.74
15250027	2008.12.24 17:39	balance		agent '4865' - #15249817								1.12
15250413	2008.12.24 18:59	balance		agent '4865' - #15250054								1.11
										0.00	0.00	0.00
<b>Deposit/Withdrawal: 35.84</b>			<b>Credit Facility: 0.00</b>			<b>Closed Trade P/L:</b>			<b>0.00</b>			

The implications of the above for those who are not clear on our model are as follows. Our revenue on this trading period was \$35.84. This particular day involved two accounts only.

Had these two accounts been your two customers, your revenue would have been:

- At 25% -\$8.96
- At 32% -\$11.47
- At 40% -\$14.34

With an RVP title your revenue at 50% would have been \$17.92. Had these not been your traders but instead the traders of one of your Account Executives, you would earn the difference between 50% and 25% in the or \$8.96.

As you can tell, the potential power of this revenue model and pay plan is significant. Even more exciting is the fact that this particular set of trades involve accounts around 10k to 15k in size and a referral Agreement from the Forex Dealer or FCM of only .40 pips per round turn. If you don't know what that means don't worry, we'll teach you in training.



Our goal at Currency Investors Group is to mimic the General Agency model in the life insurance business whereby you and other top performing leaders end up with significant sales forces sharing the power and profit of the currency markets. Ultimately, you will be responsible for the recruitment, training, and management of your sales staff, with Currency Investors Group taking care of all of the corporate issues.

If this sounds like a plan to you, then we encourage you to join our crusade to help more people earn life changing income from currency trading than any organization in the history of the industry.

We encourage you to take the next step and formalize your relationship with Currency Investors Group. We are currently a small company with a big vision and an even larger opportunity.

Visit <http://bestwebplatform.com/www.currencyinvestorsgroup/careers/the-currency-investors-group-career-launch-program/> to get started today!

To your success,

**Currency Investor's Group, LLC**

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