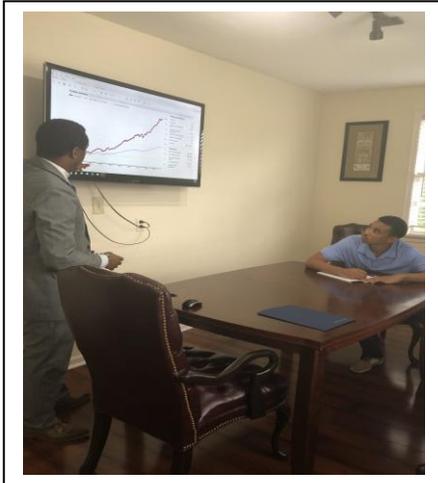


## Timothy Harris

Aspiring Financial Advisor/Stock Broker



My internship was with Raymond James Financial Services on University Boulevard in Jacksonville, FL. My mentor was the brilliant Mario Payne, Senior Financial Advisor. My job consisted of inputting clients into the Customer Relationship Management (CRM) system. I organized clients into discretionary accounts (where the financial planner could make investment decisions without the consent of the client) and non-discretionary accounts (where financial planner must contact the client prior to making a decision or conducting a trade). I made sure that Mr. Payne's tasks were in the system and that there were no duplicates. I realized during my internship that there are multiple modes of investments in addition to buying

and selling stocks. I learned about exchange traded funds (ETF) which are portfolios of stocks. The reason a client would want to invest in ETFs is because of the variety. Since stock prices vary on a day to day basis, a conglomerate of stocks that are low risk and high risk will produce a steady growth rather than investing in one type of stock that could lose its value over night. In the long run, stocks tend to grow steadily after 5 or 10 years depending on the maturity date of the ETF. In order to research and manage ETFs, I used the software Morningstar. I was very impressed when I saw that many of Mr. Payne's clients' investments had almost doubled in comparison to their initial EFT investment. During my internship experience, I also shadowed Mr. Payne's secretary. I learned her process for cutting checks for clients who wanted to materialize their investment as well as her process for receiving checks from clients who wanted to add to their investment portfolio.

Being an award recipient of the AnnieRuth Foundation's summer internship program lifted the veil from my eyes and allowed me to see that there is much more to investments than I previously thought. Working at Raymond James Financial Services has exceeded my expectations. I thought I was going in to learn to invest only in stocks, but I gained so much more knowledge and information about investments; things that I didn't even know existed. I now realize that there are many mediums of investments and pursuing a career as a Stockbroker would limit my abilities and possibilities. I definitely want to pursue a career in finance and help myself and my clients make good investment decisions. I thank the AnnieRuth Foundation for the opportunity to work at Raymond James Financial, meet Mr. Mario Payne and learn more than I ever imagined about the field of finance. Rarely, are students my age allowed to work in a financial service organization and gain the priceless experience that I have gained. I truly feel like a grown man!