

Whether you're contemplating becoming an Account Executive, or whether you are already a Registered Representative,

Could you make the grade at Merrill Lynch?

Ask yourself these 15 questions. If you can truthfully answer "yes" to 12 of them, you may have what it takes to become a Merrill Lynch Account Executive.

to the Federal Reserve System. (If you're already registered, the above doesn't apply to you. For you, we've got a special, thorough two-week orientation on our 29 products).

1 Is the stock market in your bloodstream? Do you read the financial pages of this newspaper as avidly as any other section?

2 Can you stand up under pressure that would have most ordinary mortals climbing the walls?

3 Can you help other people handle their money as carefully and conscientiously as you handle your own? If you cannot say "yes" to this question, you can forget the rest.

4 Are you discreet? Our clients trust us with a lot of personal information. This is no business for blabbermouths.

5 Do you do your homework? To keep on top of the market, you've got to keep on top of your reading. Our Research Department publishes about 60,000 words every working day.

6 Do you have a well-stocked vocabulary? Fuzzy talkers make wretched brokers.

7 Do you follow up? "Loose ends" in any business can drive you crazy. In our business, they can paralyze you.

8 Do you go out of your way to help people?

9 Do you have the guts to say, "I don't know, I'll just have to call you back when I've got the facts"? We don't deal in calculated guesses. And we don't tolerate hipshooters.

10 Could you survive a tough six-month training program? One part of it: 10 rigorous weeks in New York City, where you'll study and be tested on everything from corporation finance

11 Are you willing to make less while you're training to be a Merrill Lynch Account Executive than you are probably making right now? (If you're registered you won't need the training, so you can start right away and there's no reason you should make any less than you are right now. In fact, you might do better here.)

12 Do you have good energy reserves? As a Merrill Lynch Account Executive, you'll be going full blast all day. When that board starts to move, your phone will start to ring. There's no time for backslapping at the water cooler.

13 Do you have a proven record of success in a variety of activities? Quite frankly, we look for people who have a habit of winning.

14 Are you looking for a job with exceptional advancement possibilities? The vast majority of the managers who run our offices were account executives. So were practically all of our officers. So was our Chief Executive Officer, Donald T. Regan.

15 Do you like the idea of working pretty much on your own? You'll have all the facilities of Merrill Lynch behind you—research, private newswire, instant quote machines—but when you pick up that phone, you are Merrill Lynch.

If becoming a Merrill Lynch Account Executive still interests you, don't stop here. Send us your résumé. Mark it confidential. Remember to include your return address and telephone number, and mail it off to:

Mr. Howard L. Freedman
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Openings in our Manhasset, Garden City & Huntington Offices.



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