

NORTHWESTERN MUTUAL

College Financial Representative | 2011

OVERVIEW

Since 1857, Northwestern Mutual has consistently focused on one ambition: to do the right thing for the people who put their trust in us. We exist to help our clients manage financial risk and achieve financial security through our insurance and investment products. Our products and services offer a network of solutions to address clients' needs for financial security and protection, capital accumulation, asset distribution and estate preservation.

PRODUCTS AND SERVICES

Northwestern Mutual offers a personalized approach to providing customized financial solutions tailored to each client's individual needs. Financial Representatives provide needs-based analysis and financial solutions to help ensure a client's needs are met at every life stage.

Financial Representatives work closely with clients to develop customized solutions that meet long-term financial goals. They offer exclusive access to insurance products from a top-rated company, Northwestern Mutual, as well as an array of quality financial products and services available through network partners and subsidiaries.

ACCOLADES

- **Fortune 500** company (115th in size and revenue, 2010).
- **"World's Most Admired Companies"** in its' industry! (*Fortune*®, 2010)
- One of only two financial services companies listed as one of the **"50 Most Admired Companies in the World"** (*Fortune*®, 2009).
- **"50 Best Places to work in America"** (Glassdoor.com, 2010), #1 in its' industry!
- **"50 Best Companies to Launch a Career"** (*BusinessWeek*, 2009)
- Northwestern Mutual's CEO named **"One of the most influential people in business ethics."** (Ethisphere Institute, 2009)
- Northwestern Mutual named to **"Training Top 125 List"** (Training Magazine, 2010).
- **"50 Best Service Companies to Sell For"** (*SellingPower*, 2009).
- Northwestern Mutual has a persistency rate of 96.1%, highest in its' industry and a key indicator of customer satisfaction.
- Consistently receive the absolute **highest ratings available for financial strength** from the four major independent rating agencies: Standard & Poor's, Moody's Investors Service, FitchRatings and A.M. Best.
- **"America's Top Ten Internships"** (*Vault Guide to Internships*, 2010) for the 14th consecutive year.
- **"5 Best Internships for Real Work"** (*Fortune.com*, 2007).
- **"One of the Best Places to Intern"** (*BusinessWeek*, 2009).

DESCRIPTION

The responsibilities of a College Financial Representative or "intern" mirror those of a Career Financial Representative. In most ways, our College Reps follow the same process for establishing their careers as our full-time Financial Representatives.

As our College Reps build their business, they will:

Meet With Clients - Set up appointments to discuss their clients' financial goals and current financial situation.

Analyze the Client's Situation - After extensive fact-finding, they will uncover long term goals that they will use to help determine their clients' needs.

Make Recommendations - After evaluating their client's current situation and goals, they will determine what products can help fill their needs and present appropriate solutions to their clients.

Provide Ongoing Service - Continue to work with their clients beyond the close of the sale. Most Financial Representatives contact their clients twice per year to determine whether their needs have changed, and keep them aware of the resources available to them.

College Financial Representatives will work closely with mentors and clients to provide needs-based analysis and develop customized financial solutions to help ensure a client's needs are met at every life stage. Northwestern Mutual assists Financial Representatives with many steps towards success, including extensive training from certified trainers in sales and financial products, building a client base and access to knowledgeable financial specialists. As full-time college students, College Reps have a flexible schedule and during the summer generally work 15 to 20 hours per week developing business and client building skills.

Northwestern Mutual's internship program provides a valuable opportunity for students to combine their college classroom learning with a real life look into what they could truly make of themselves. College Financial Reps will have the opportunity to work in a real world business environment and earn performance-based compensation.

Unlike most part-time college jobs, our internship has led to satisfying careers for many former College Financial Reps. In fact, one in three become a full-time representative upon graduation. Regardless of which career path students in our program choose, they find they have grown in self-confidence, professionalism, increased their skills in communication, time-management, selling, networking and have a better understanding of their own personal financial future.

**For more information please contact
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